

THE PHONOGRAM.

THE OFFICIAL ORGAN OF THE PHONOGRAPH COMPANIES OF THE UNITED STATES.

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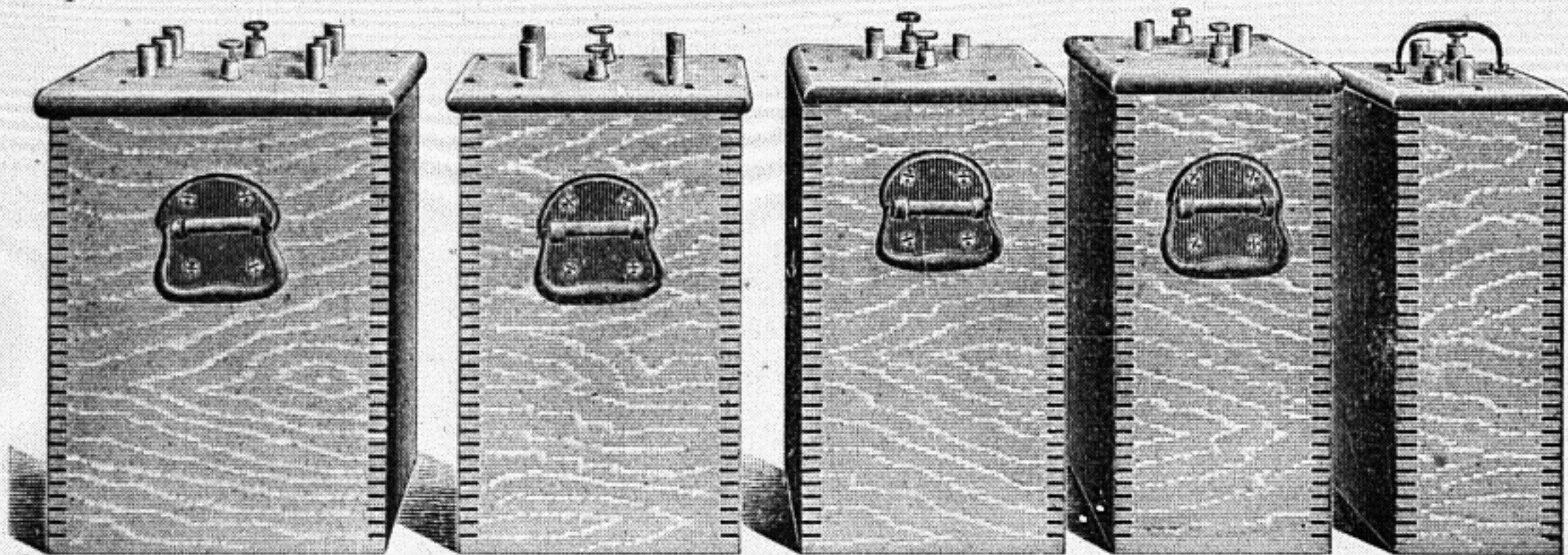
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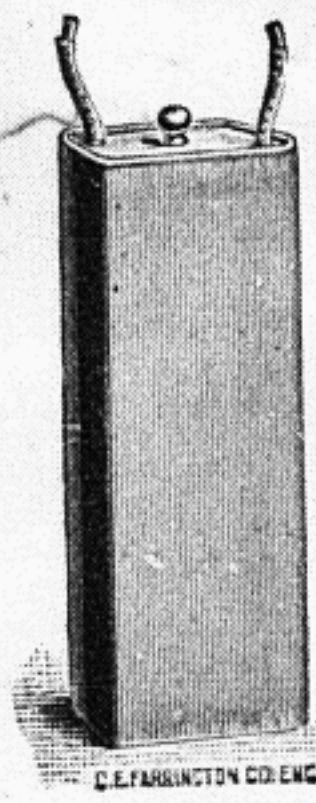
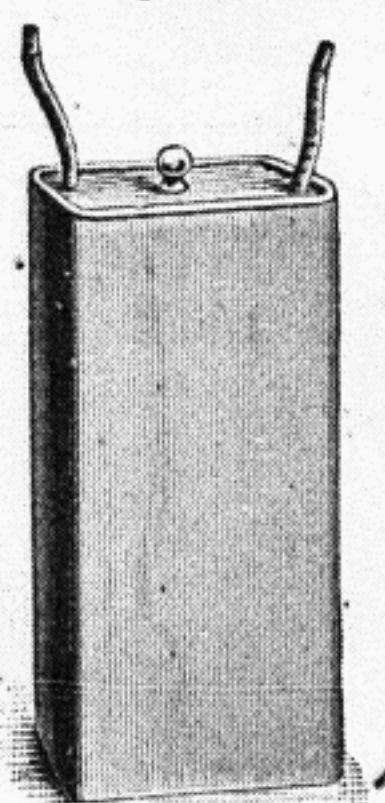
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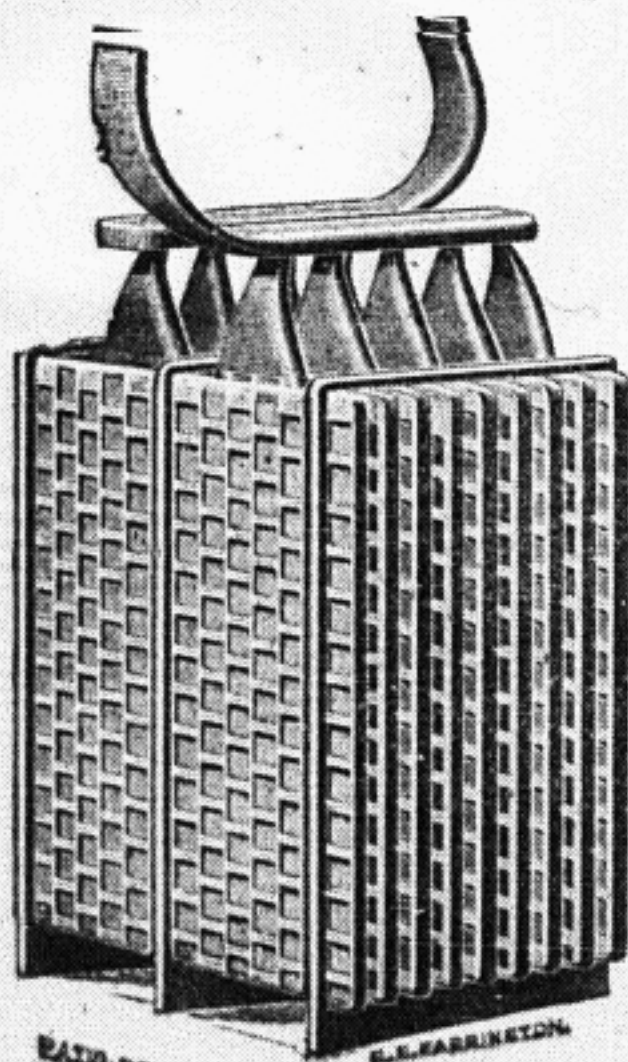
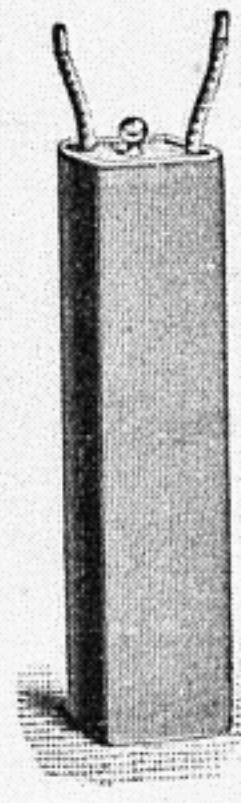
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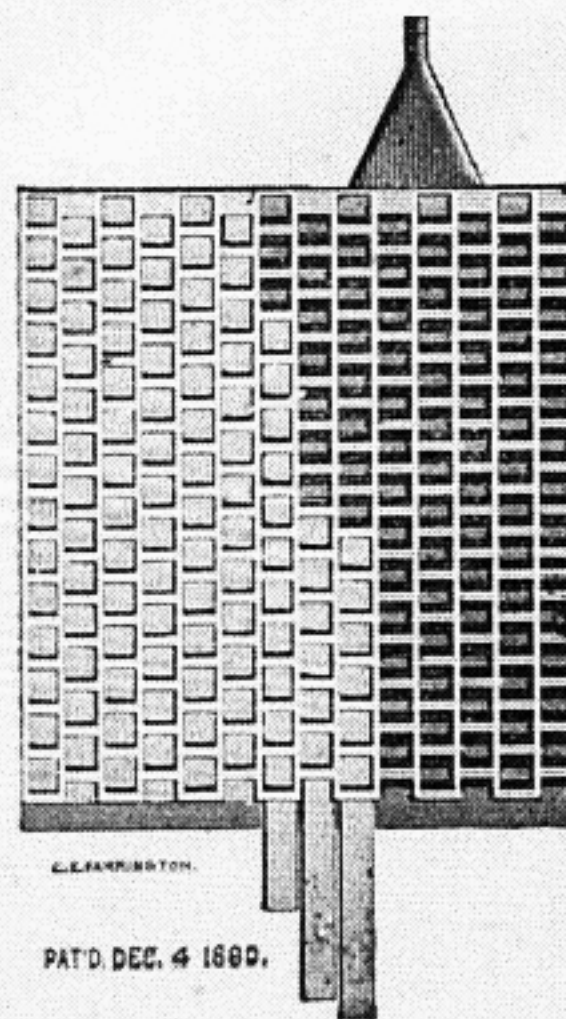
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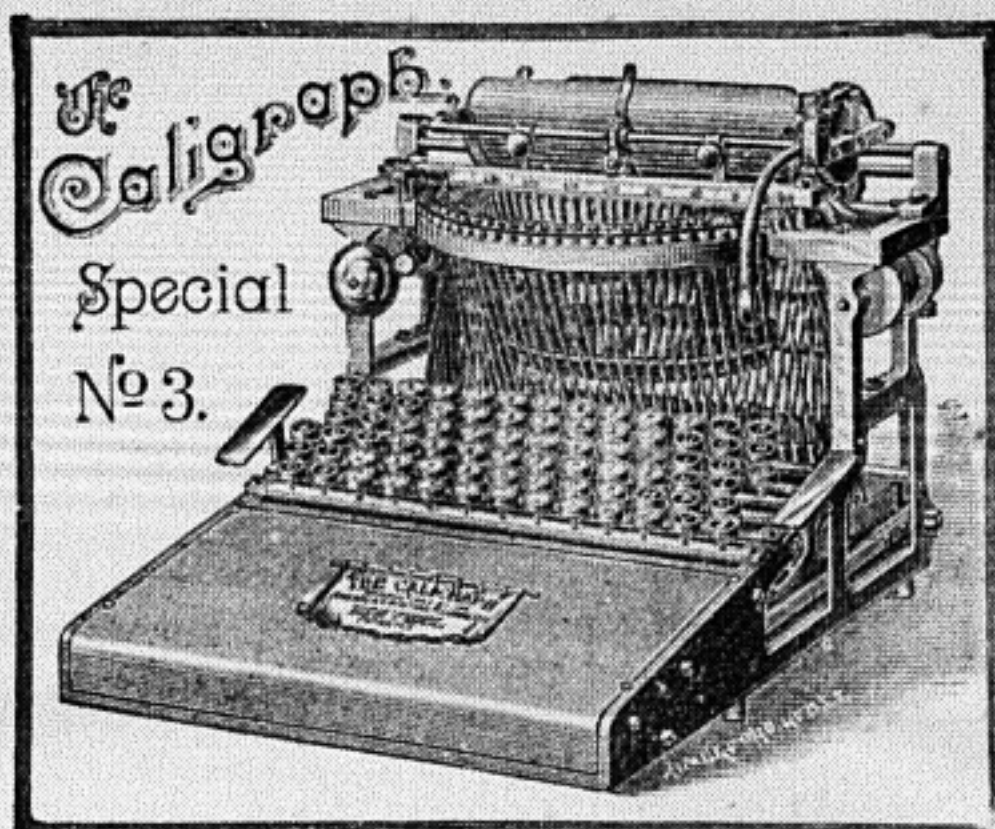
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<i>Agent's Name and Address.</i>	<i>Territory.</i>
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WESTERN PA. PHONOGRAPH CO., 146 FIFTH AVE., PITTSBURGH, PA.	{ WEST VA. AND WEST- ERN PART OF PENNA.
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For terms, conditions of sale, or Illustrated Catalogue of the machines and supplies, send stamp with inquiry to the company or agent in whose territory you contemplate using the machine, or to

The North American Phonograph Company,
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TEN REASONS WHY

EDISON'S PHONOGRAPH

IS SUPERIOR TO ANY STENOGRAPHER.

1. SPEED.

You can dictate as rapidly as you please, and are never asked to repeat.

2. CONVENIENCE.

You dictate alone, at any hour of day or night that suits your convenience.

3. SAVING OF OPERATOR'S TIME.

During dictation operator can be employed with other work. Operators make twice the speed in writing out that is possible from shorthand notes.

4. ACCURACY.

The phonograph can only repeat what has been said to it.

5. INDEPENDENCE.

You are independent of your operator. It is easy to replace a typewriter operator, but a competent stenographer is hard to find.

6. ECONOMY.

The cost of an outfit added to salary of operator is less than that of a stenographer, and results obtained far superior.

7. SIMPLICITY.

The method is so simple that no time need be lost in learning it. You can commence work AT ONCE.

8. TIRELESSNESS.

The phonograph needs no vacation. Does not grumble at any amount of over-work.

9. PROGRESSIVENESS.

The most progressive business houses are now using phonographs, and indorse them enthusiastically. Do you want to be up with the times? If so,

10. FREE TRIAL.

You can have phonographs sent you on trial, and return them if they fail to what is claimed



A MAGAZINE devoted to all interests connected with the recording of sound, the reproduction and preservation of speech, the Telephone, the Typewriter, and the progress of Electricity.

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ADVERTISEMENTS.

THE PHONOGRAM, having special facilities in its circulation through the vast commercial system occupied by the Phonograph, Telephone, and other Electrical Devices, presents an exceptionally valuable advertising medium. The rates are reasonable and will be furnished on application.

CORRESPONDENCE

relating to the Phonograph, Typewriter, or Electricity, in any of their practical applications, is cordially invited, and the coöperation of all electrical thinkers and workers earnestly desired. Clear, concise, well-written articles are especially welcome; and communications, views, news items, local newspaper clippings, or any information likely to interest electricians, will be thankfully received and cheerfully acknowledged.

The Phonograph and Stenographer Allied.

It is with both pride and pleasure that THE PHONOGRAM publishes, in each succeeding issue, favorable notices from prominent stenographers on the phonograph.

It has never been the policy of this magazine to decry the stenographic art, nor have the promoters of the phonograph desired to belittle this grand profession. There is room for all.

Those most familiar with methods of correspondence recognize that any time and labor-saver is a welcome adjunct to a business office.

The requirements of the age are such that a clerk must be proficient in many arts, and the amount of the salary depends much upon the accomplishments possessed. Therefore, an amanuensis who can turn from his pad and pencil and manipulate with equal dexterity the simple mechanism of a phonograph, adds just so much to the qualifications which render him of great value to his employer.

In spite of the startling statements which some of our stenographic brethren are wont to send us, "that the phonograph will never supersede the stenographer," facts show that this instrument is silently but surely working its way into public favor.

The phonograph has been more widely talked and read about than any other labor-saving machine. Its wonderful feats have been the subject of poet and scholar, and its value has been highly appreciated by those most competent to judge—the expert stenographers of the country.

If our readers will glance over the files of THE PHONOGRAM they will see in almost every issue that some prominent court reporter has put the seal of his approbation on this instrument.

This consensus of opinion, coming from such men as Mr. Edward F. Underhill, of New York; Messrs. D. F. and E. V. Murphy, of Washington; Messrs. Holland Bros., of Ottawa; Mr. Frank E. Nevins, of St. Louis, and numerous others, all leaders in their profession, has had great weight in turning the tide of unfounded prejudice against the phonograph into unqualified praise.

That it has wedged its way into business-houses and taken its place by the side of the typewriter, is a sure indication of its increasing popularity.

The Phonograph a Winner in the Contest.

We give in another part of this issue the statements of several members of a Chicago firm who have long since recognized the fact that to an overworked business man no greater boon could be furnished than the silent receptacle which stands ever ready to receive whatever he has to dictate.

Mr. Thomas Scholes, one of the officers of the American Book Company, No. 260 Wabash avenue, Chicago, received on trial some year or so ago, two phonographs, which were accepted with hesitancy by the firm and with many misgivings on the part of the stenographers employed.

After a thorough trial, so convenient and useful did these machines become, it was decided to add three more, and the experiences of Mr. Scholes and Mr. J. C. Thomas in testing the actual work done by phonograph operators compared with that performed by the stenographers, will no doubt be of interest to our readers.

Mr. Thomas lays emphasis on the fact that the phonograph, in being absolutely correct, saves much valuable time, because in rapid dictation to stenographers there is difficulty in reading notes, and stenographers often guess at the meaning of words by referring to the context, frequently spoiling a letter and even doing injury to the firm.

In a more recent communication from Mr. Walter S. Gray, of the Chicago Central Phonograph Co., he says: "Further tests in the office of the American Book Co. show that the phonograph operators do *sixty per cent more work than the shorthand writers.*"

A Central Figure in the Land of His Birth.

What Mr. Edison has accomplished in the realm of invention, and what he has contributed in the cause of science, unite to make him a central figure in the land of his birth and an authority on those subjects upon which he has concentrated his thoughts for many years.

He occupies in relation to the sciences of electricity, magnetism and chemistry, the position formerly held by Admiral Maury with regard to nautical science in general, and astronomy in particular.

But Mr. Edison's triumphs have been won in a field more open to general observation and of

greater practical utility to the multitude. For that reason alone, all others apart, he has become a sort of American idol—a pivot upon which magnetic and electric radii turn.

The fact is, he keeps us stirred up, as the youthful German Emperor prods his subjects, with now a sermon and now a threat, now a pageant and now a ukase. Only our magician is a beneficent fairy, dispensing always good gifts on men. His countrymen are never satisfied to leave him in repose, but must keep up a fire of inquiries as to what he is doing or thinking or going to do next. It is for this reason THE PHONOGRAM has arranged to place a limited number of his pictures on sale, in order that the public may have an opportunity of seeing him while in the zenith of his fame.

Time makes no changes in Mr. Edison's physique except to improve it. The years have brought additional strength and vigor, and imparted greater lustre to his genius.

Change of Location.

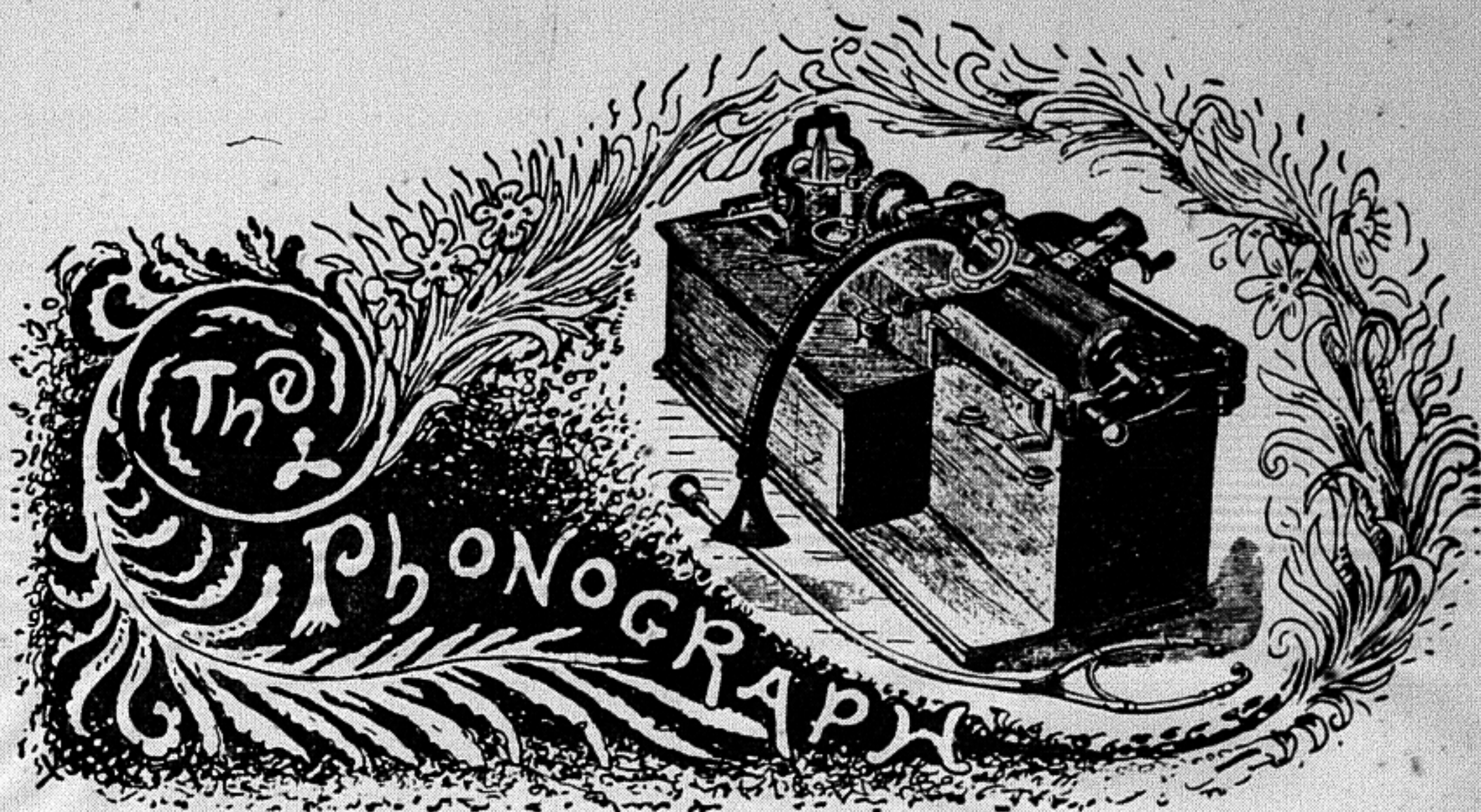
A correspondent writing us from Chicago in reference to the North American Phonograph Co. says: "They are getting established in Chicago in good shape, with a very fine show for business. They have a new store on State street in the celebrated Masonic Temple, and are preparing to do a very large business."

Music, A Side Issue Only.

We have passed the stage in pioneer work when the phonograph only elicits the curiosity of the music seeker. The public now recognize in it a potent factor in the transaction and expedition of the day's labors, and each person who has used it is but another witness to its fame.

The New Era.

The old-fashioned clerk is dying out, and the coming man will be a great improvement upon him in many things. He will have to know more languages than one, and will have to become familiar with some of the modern contrivances for getting through work with rapidity. He will be able to manipulate all typewriters with equal dexterity, and the phonograph will be his right-hand companion.



EXPERIENCE PROVES THE PHONOGRAPH INVALUABLE.



THE prominent and wide-awake shorthand and typewriting periodicals are devoting space in their columns for articles in favor of the Edison Phonograph. Among those most noteworthy is Barnes' Shorthand and Typewriting Magazine, published at St. Louis, Mo. The leading article in the October issue of that journal comes from the pen of Mr. Frank E. Nevins, one of the official stenographers of the St. Louis Courts, and a gentleman well adapted by his long professional career to fully appreciate the requirements necessary for expediting labor. Mr. Nevins gives such a lucid and unqualified endorsement to the phonograph that we take pleasure in publishing his article in full:

"As time flies the stenographer realizes that the Phonograph has come to help and not to supersede him. There was a time when the shorthander heard of the capabilities of this little instrument with the

same apprehension that history tells us our unlettered ancestors heard of the devil, who, according to the vulgar acceptance, was a malignant person, with horns, tail, a cloven foot and red hair. Experience has shown that the Phonograph is no red-headed devil. As an invention it will find its place and become useful to mankind, as have other great inventions. That the Phonograph has its particular field of usefulness, there is no longer room to doubt. Before the age of the typewriter machine, the drudgery of transcription could only be accomplished with the pen, and at a great expenditure of time and energy. Now, we all know from what slavery that useful machine has emancipated us. The Phonograph is only another step, though a longer one, in the same direction. The facility with which carefully written shorthand notes may be transcribed, is only limited by the power to articulate language and the ability of the reporter to read his notes. Careful reporting makes possible rapid reading; and rapid reading, on the other hand, induces careful report-

ing. So, take it all in all, the use of the Phonograph by the reporter has the tendency to elevate the character of his work. The stenographer who uses this machine habitually will, doubtless, acquire greater skill and facility of reading and writing than he could without it. It appears to me that the Phonograph is more useful to a skillful stenographer than to any other professional man who may be benefited by its use.

"Gradually the Phonograph is finding its field and no one need be afraid. There will be more workers with it than without it. This has been the history of all inventions, and I am sure the use of this instrument will prove no exception to the rule.

"For all light work, where rapidity of execution is desirable, and where great conciseness of expression and profundity of thought and deliberation are not required, the Phonograph is better adapted to the purpose of the dictator than any other method I know of. There are many places and many circumstances and surroundings under which the Phonograph cannot be used. The expert amanuensis will here have an opportunity to exercise his or her skill. Shorthand schools are not going to be broken up or shorthand amanuenses driven out of employment by its use. It will find its field, however, with harm to none and benefit to all.

"I have used this machine two years in my business, with advantage and profit. I find it accurate as a means of transcribing notes, and more rapid than any other method. I find it practical and labor-saving. I get along with my work without labor at night or on Sundays. I find that by its use I save time and vital energy. I believe, by its use, the operators of typewriting machines may become faster operators than they could otherwise be. The Phonograph talks at a uniform rate of speed, and when properly manipulated,

articulates plainly, and enables the typewriter to keep in motion without a pause. A young lady in my office, without any previous knowledge of the Phonograph, and who had never touched a typewriting machine until I gave her the first lesson, was enabled, during the past year, to do all my transcribing without assistance from outside parties, something I have never been able to accomplish before, and the year's labor was uncommonly hard.

"The Phonograph is a simple machine, the use of which can be learned by any intelligent person in a few hours. The dictator, to use it successfully, first has to form the habit of using it. Precision of language is required and absolutely correct and clear enunciation. There can be no cutting across corners or slovenly pronunciation, and proper names, names of cities and towns, if unusual, and some technical words, or unusual language must be spelt out for the transcriber, the same as in dictating to a shorthand amanuensis. Mistakes can be corrected in using the Phonograph, but errors of expression should be limited to the minimum; otherwise, it causes delay and confusion in transcribing. When the dictator and transcriber come to understand each other then the work moves on smoothly."

A Subject That Never Tires.

Every day the New York, Washington and Baltimore papers call attention prominently to the merits of the phonograph. A recent Baltimore advertisement is pertinent:

"Are you paying a half-trained and inaccurate stenographer for making crooked marks and thus losing time, money and patience? If so, that same unsatisfactory stenographer can do your work with rapidity, accuracy, economy and great convenience to you, by using Edison's improved phonograph. Or, you can get a

good typewriter operator and the phonograph and secure better results than by employing the best stenographer.

"Write or telephone for phonographs on trial and learn of the cheaper and better method."

A Congressman's Appreciation of Accuracy and Expediency.

Hon. W. C. P. Breckinridge, who is an exponent of the tariff reform policy, is known as the "silver-tongued orator." He is an eloquent speaker and a man of fine culture, who delights in well rounded sentences. He is one of the fine-looking men of the House; his hair is of frosted silver, his beard is as white as newly slaked lime and his cheeks are as rosy as a girl's. He is also a noted lawyer. He prepares most of his briefs through the mouth-piece of the phonograph and then has the contents written out by a typewriter. Before the advent of the phonograph he dictated directly to a typewritist, but finds that the phonograph facilitates his labor. This instrument is a part of his household furniture.

Chicago Firms Concede Supremacy to the Phonograph.

CHICAGO, ILL., November 20, 1892.

Editor of THE PHONOGRAM:

I herewith send you the experience of the American Book Co., No. 260 Wabash avenue, Chicago, which will, I think, prove interesting to your readers.

About a year ago we placed two machines there on trial, which were used by Mr. Thomas Scholes, who is quoted below, and his typewriter operator. They are now using five, and I am assured this number will be increased soon.

WALTER S. GRAY,
Manager Chicago Central Phonograph Co.

Mr. Scholes, of the introductory department, writes as follows:

"After a year's experience with the

phonograph in the introductory department of the American Book Co., and in work which puts any labor-saving scheme in this line to a severe test, I find that it enables me to turn out from fifty to sixty per cent more work than by any other plan I have ever before tried. Correspondence can be attended to by the aid of the phonograph to the very best advantage with reference to other duties, as letters can be dictated at any time and without the assistance of an amanuensis. I also find that the element of the speed of a stenographer is eliminated, as the phonograph enables me to dictate just as fast as I can talk. Another reason for increased results is that the use of the phonograph breaks up the pernicious habit so generally prevalent, when dictating to an amanuensis taking notes in shorthand, of requiring changes to be made in the notes, thereby requiring double time for dictation and the additional time necessary for erasures. After a short experience with the phonograph I found it a very easy matter to discipline my mind to determine what I want to say before commencing to say it. For these reasons, as also for the obvious reason that the time of the stenographer in taking notes is entirely saved, I find that the phonograph secures every possible advantage as an aid to letter writing and with no disadvantages which I have yet discovered."

In conversation with Mr. J. C. Thomas, office manager for the company, a few days ago, he told the writer that he had been keeping a strict watch over the work done by the phonograph operators and the shorthand writers in the office—making an accurate account of every letter written. As a result of this comparative test he finds that his *phonograph operators* are doing *forty per cent more work than those who use shorthand*.

There has always been opposition from the stenographers in that office, and it is a

significant fact that the only objection to a record being kept of the work done came from the shorthand writers. The phonograph operators knew what they could do and were not afraid of the trial. Mr. Ellis, assistant manager of the company, says: "The phonograph operators in my department do more work than they ever did with shorthand, because all the time of dictation is saved, and they can write more in the same time from the phonograph than they could by copying from their notes."

Mr. Smith says: "I can do fully fifty per cent more work with the use of the phonograph than I was ever able to do by dictating my correspondence to a stenographer. I am enabled to do this for the reason that the services of the typewriter in taking dictation are entirely dispensed with, and because I can dictate faster than the average shorthand writer can take it; in fact, I can dictate three letters to the phonograph to one that I used to dictate to the shorthand writer. Another thing in favor of the phonograph is that it is always ready to take dictation. If I am interrupted during my dictation, it is only the time of the machine which is wasted. *The work done by the phonograph operators is better than that done by any stenographer with whom I have had to do.* This, you must bear in mind, is in an office where eight or ten shorthand and phonograph operators are employed, good salaries are paid and none but the best of help kept. I account for this by the fact that in dictating to stenographers where the dictation is very rapid, they are apt to have difficulty in reading their notes, and rather than acknowledge the fact they sometimes guess at words by means of the context, often spoiling the whole letter; but with the phonograph the operator knows that if she is not able to hear a word correctly, nobody could make it out, and she has no hesitancy in asking the

man who dictated it what he said and thus gets the proper word; but instances of this kind are very rare."

The Edison Phonograph in Medical Science.

Below will be found a few extracts from a very interesting lecture, delivered by Dr. J. Mount Bleyer, before the American Electro Therapeutical Association at their annual meeting held in New York, October 4, 5 and 6, 1892.

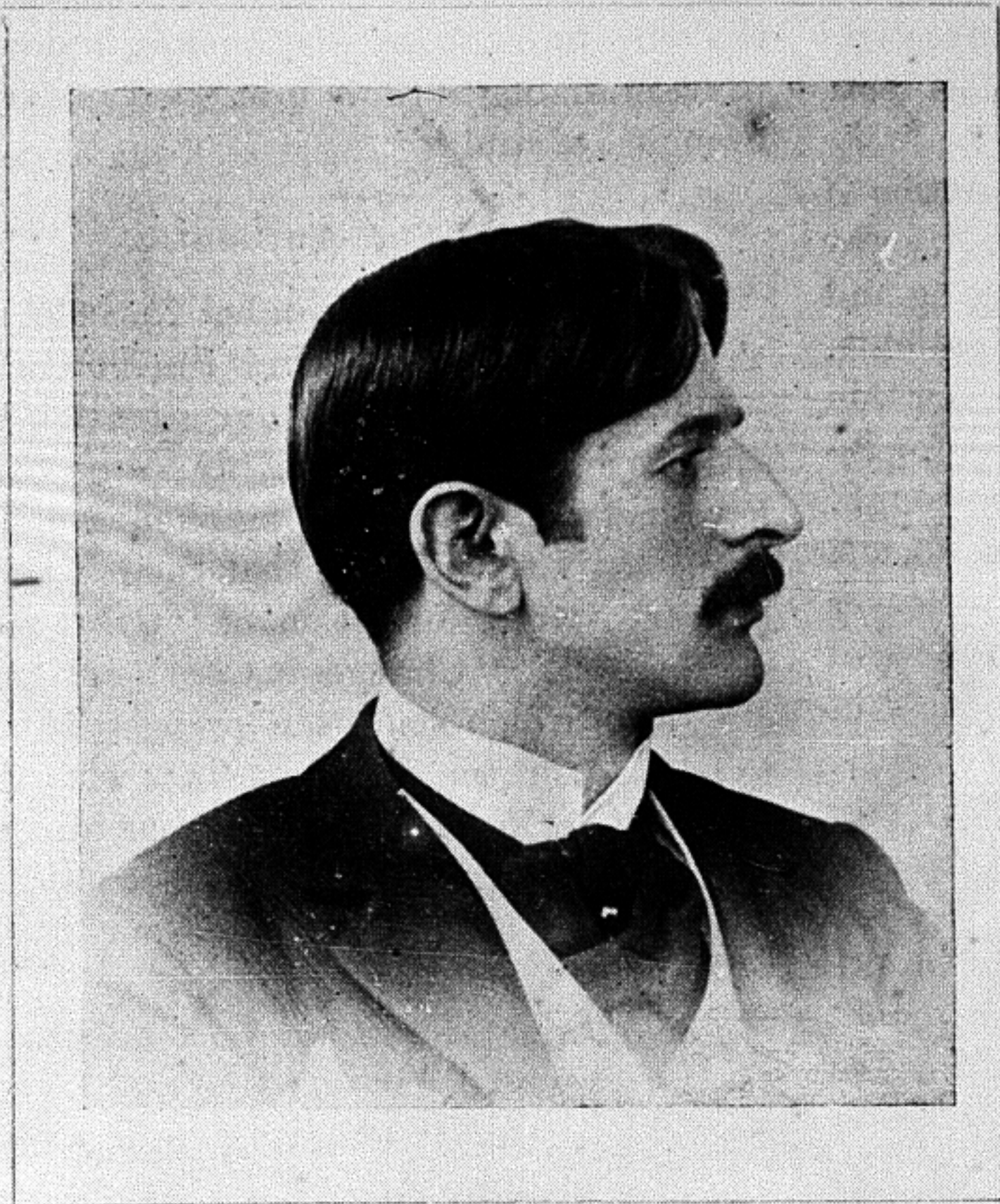
We regret that our space does not permit us to give it in full.

Dr. Bleyer says: "My object in this paper and the demonstration of the phonograph is to lead you into its mystery, and then show you how perfectly this machine can be adapted to any of our and other sciences.

I herein give some of the principles underlying the phonograph in order that those of our profession not thoroughly versed in its scientific points may grasp the details. * * *

Note that when a stroke is given a bell the blow sets the particles of metal in vibration. These vibrations are communicated to the surrounding atmosphere, which, being an elastic medium, conveys the impulses to the ear, and waves of sound roll in, very much as the waves come rolling in towards the shore down by the sea. The speed at which the sound travels is 1,093 feet per second at the temperature of freezing water, and as the temperature rises the speed increases about one foot to every degree.

Every human being has in his or her throat a delicate membrane which when he or she speaks is set in vibration, and in turn sends the vibratory impulses from the throat and mouth, and they impinge upon the drum of the ear. The membrane vibrates at different rates in different persons. For instance, in the soprano of the ladies its vibrations are



Dr. J. Mount Bleyer.

much more rapid than in the bass voices of men. From this we find that the pitch of a woman's voice is far higher, as a rule, than that of a man's voice. The pitch of a tone depends upon the number of vibrations in a second, and upon nothing else; therefore, if a tone is produced with double the number of vibrations of another, it is said to be an octave higher. Now, when we speak into the mouth-piece of the phonograph the sound pulses impinge upon the glass diaphragm of the phonograph, which causes the needle attached thereto to indent the composition-wax cylinder as it traces over the surface. The depth, length, and general character of these indentations depend upon the character of the sound-pulses. When the tone is loud and full they are deep, and when the pitch of the tone is high the

indentations are close together. The recorder is that part of the machine that holds the diaphragm, and is turned to the right, bringing the reproducing-needle thereon mounted into play, which, as it traverses the track made by the broader needle, slips in and out of the indentations therein, and in so doing moves the reproducing diaphragm on the phonograph with it; and thus, by mechanically imitating the motions of the diaphragm in one's own throat, reproduces all that was spoken in loud, middle, or low tones, sung in different registers, modulated tones as used by actors or elocutionists, and in many other phases of reproduction too numerous to cite here.

The Edison phonograph with its single bearing and needle point records and reproduces most accurately the spoken

words and the timbre of the voice, as also the sounds of a number of musical instruments played at the same time.

While the diaphragm, as we can now understand, is originally acted upon and thus acts upon the needle by all the voices and instruments being directed against it, corresponding in tension with the pitch, timbre, intensity, etc., of such individual tones, it is by no means an easy matter to imagine or discover the true philosophical explanation as to how this same single, delicate needle-point, in being again rubbed over this line of indentations, will reproduce loudly and accurately all tones and a score of voices and instruments. It is no disparagement to the great inventor that he fails to solve this mystery of mysteries in acoustical science. It is but just to history here to place on record the fact

that one writer alone of all contemporaneous scientific and philosophical investigators has been able to accomplish this task. I here refer to Dr. Wilford Hall. * * *

Recently I brought before the notice of the New York Medical Association, by way of illustration, the project of taking and preserving records of specimen patients, which records would demonstrate a certain characteristic cough or signs, such for instance as the whoop of whooping-cough, asthmatic breathing in all its forms, stenosis of the larynx due to whatever cause, and which is so evident in cases of croup and diphtheria, the hoarseness of laryngitis, the rough breathing, tracheitis, nasal stenosis due to any cause, cries of babies at different stages of their growth, stuttering, imperfect speech, sneezing normal breathing as contrasted with the abnormal, etc. These cylinders or phonograms I have, and propose to utilize as demonstrative evidence and illustration in the lecture-rooms, to be added to the didactic and clinical methods of my teaching.

It is certain that students and men of our and other professions would gain more from one lecture thus aided by the phonograms than from two dozen of the ordinary and prevailing ones. Cabinets may be arranged as libraries in which all kinds of records may be preserved, either referring to or representing the different kinds of diseases of the throat, nose, chest, etc., and in their different stages. To such and other phonographic libraries many interesting features might be added. * * *

Some experimental records were also made regarding the development of the natural or acoustic alphabet, but, as yet, I am not ready to submit a statement of any facts, on account of the many difficulties still to be overcome.

Regarding the different methods of teaching which are in vogue in elocution, reading, reciting and acting, many very

interesting and successful features were the outcome of these experiments, and will prove valuable to those interested in these branches of study."

Official and Authentic.

NEW YORK, November 21, 1892.

V. H. McRAE, *Editor THE PHONOGRAM*:

It has been brought to our attention by several agents that in many cases they have had difficulty in selling phonographs, owing only to the fact that their public had received information of "Great Improvements," "Changes in Construction," etc., etc., which had been or were about to be made in the machine. It is with the object of correcting this erroneous idea as far as possible that we desire you to publish this letter in the next issue of your magazine.

The phonograph as we offer it for sale at the present time contains all of the latest improvements, and we do not contemplate making any changes whatever in its construction. The type will always remain the same; but such slight improvements which it may be desirable to add will undoubtedly take the form of attachments, for which there will be a reasonable additional charge in each case.

Aside from the above, we beg leave to say that the phonograph of to-day will do all that we claim for it and more; its simplicity in construction is unquestioned, and all who have any doubts as to its efficiency as a commercial time-saver are respectfully requested to write to us or to any of our authorized agents for a pamphlet of testimonials which we think will serve to convince even the most skeptical of its practical value.

Yours very truly,

THE NORTH AMERICAN PHONOGRAPH CO.

The enormous saving in time which is effected by the use of the phonograph is apparent to all users.

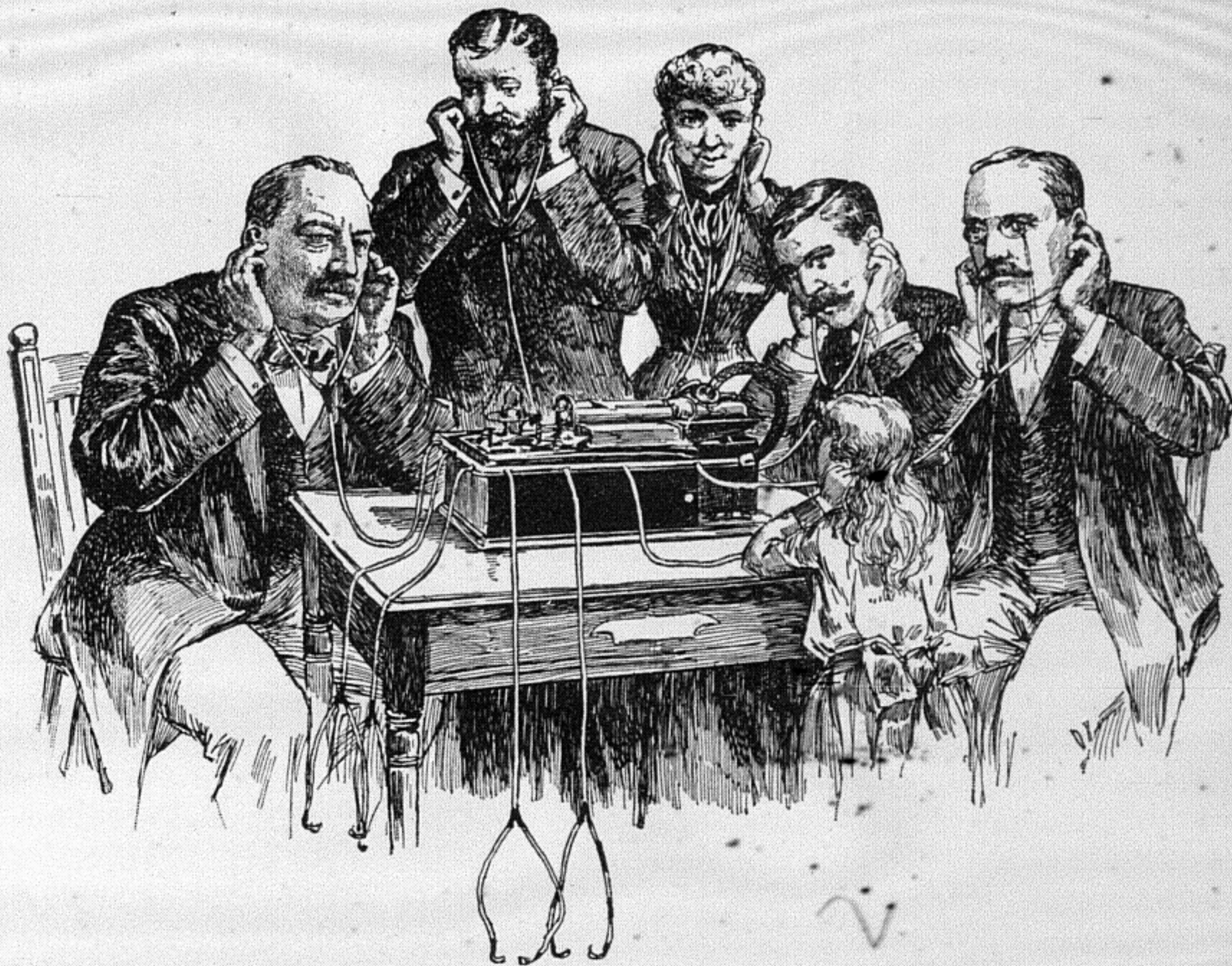
A Unique Method of Congratulation.

President-elect Cleveland recently received the congratulations of a prominent supporter under very peculiar circumstances.

During the course of the afternoon, Mr. Cleveland was handed a small package by a messenger, which resembled in almost every particular one of those mysterious

rich inflections of one of the most accomplished orators of the day.

HON. GROVER CLEVELAND:—Through the mouth-piece of this marvelous instrument, an instrument which in ancient times would have been regarded as miraculous or diabolical, I take pleasure in congratulating you on your personal triumph after a fierce conflict with able and alert adversaries. I congratulate you



President-elect Cleveland, Ex-Secretary Whitney and others Listening to the Message.

boxes that has caused so much wonder and fear to the recipients, bringing up visions of dynamite, gunpowder, etc.

Upon examination, however, the package was found to have written on its upper end these words, "A Congratulatory Phonogram from an Admirer." It was then opened and the following beautiful greeting from the little waxen messenger was heard, giving the deep, full tones and

on the honors you deserve so well to wear. I congratulate the State that has secured for the coming four years a leader so wise and a champion so unswerving. I congratulate the whole country that sixty million people have been wise and gentle and self-controlled enough to revolutionize the politics of the nation without violence, and that the vanquished have accepted the result with as much readiness and good

temper as the victors. This is a triumph of the will of the people against plutocracy. Finally, remember that behind the man is the grand old democratic party, behind the party the principle, and behind the principle the people. The great and the rich can take care of themselves; but it is your duty to throw the shield of your office between the poor and their oppressors. Never forget the great voiceless multitude who look upon you for protection. This wonderful instrument is pouring into your ears the gospel of human progress. Behind the inventive power of man stands the purpose of God. Grover Cleveland, our next President, I bid you adieu. "AN ADMIRER."

A Musical Queen Uses Phonographs.

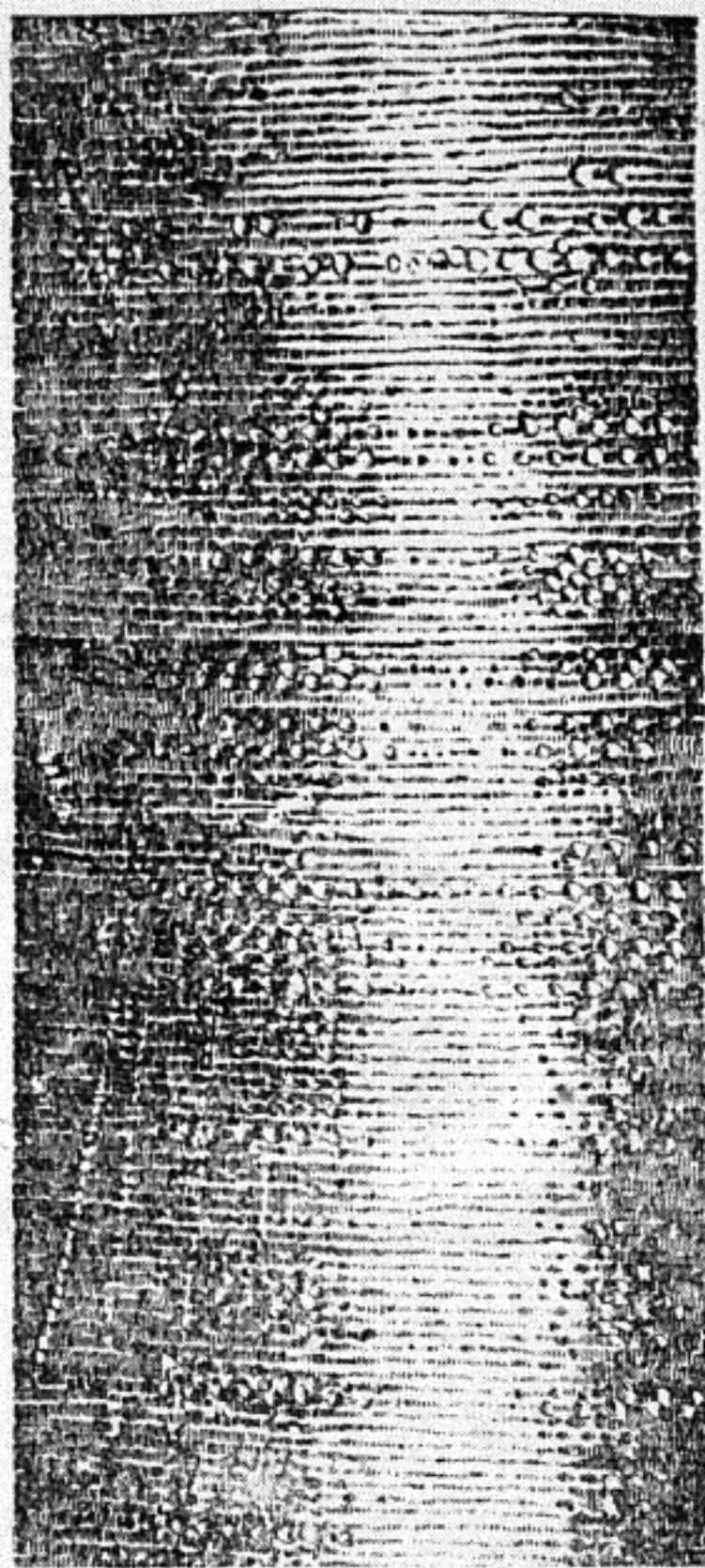
The Queen of the Belgians amuses herself in her moments of leisure by composing music. Several of her musical compositions have been allowed publicity and are most interesting.

It often happens when the Queen improvises at the piano that she cannot remember the details of her improvisations when she would write them down. To rid herself of this inconvenience she has ordered her Chamberlain to provide phonographs. The palace at Laeken will soon be furnished with these instruments, which will register and preserve the inspirations of the royal musician.

Perhaps in the near future the works of the Queen of Belgium may be added to the list of interesting and rare phonograms, just as the works of the Queen of Roumania are on the counters of the bookseller.

To Dictate a Letter to the Phonograph.

Select a clean, smooth cylinder of wax and place it on the metallic cylinder and crowd it gently so that it will hold to the shaft and revolve with it.



Fac-simile of Cylinder Containing Message to President elect Cleveland.

Then you push the sliding arm over to the left-hand end of the instrument and thus place the tool in position to cut into the wax. You then connect the battery with the motor by simply completing the electric circuit and set the motor in motion. This will cause the central shaft to revolve, and the sliding arm, engaging with the fine screw, will carry the diaphragm and its receiving tool slowly along the cylinder as it revolves, and the tool will begin to cut a very fine spiral groove around the wax.

Then you take a bit of flexible speaking tube a few inches long, one end of which has a mouth-piece (cut shown in last issue of THE PHONOGRAM) while the other is fitted on to the diaphragm. Place this latter a few inches from the mouth, holding it directly in front of you, and then talk into the mouth-piece in your ordinary

tone, as if you were talking to a stenographer.

The sound-waves—vibrations of the air created by your voice—cause the diaphragm to vibrate and its tool to vary its cutting in the wax.

Having dictated your letter, or several of them, you slip off the wax cylinder (phonograph blank, Mr. Edison calls it) and hand it over to your typewriter, who places it on a similar instrument inserted in one end of her typewriter table, and go on dictating letters on a fresh blank.

Thus the process of transcribing goes on at one and the same time that you dictate. In this way no time is lost. The corresponding clerk runs off a sentence or two and stops the phonograph if he please while he writes them out, by simply pressing a lever and disengaging the sliding arm from the screw.

He may run back on the reverse screw and repeat as much as he likes if he wants to assure himself that he has understood the record correctly.

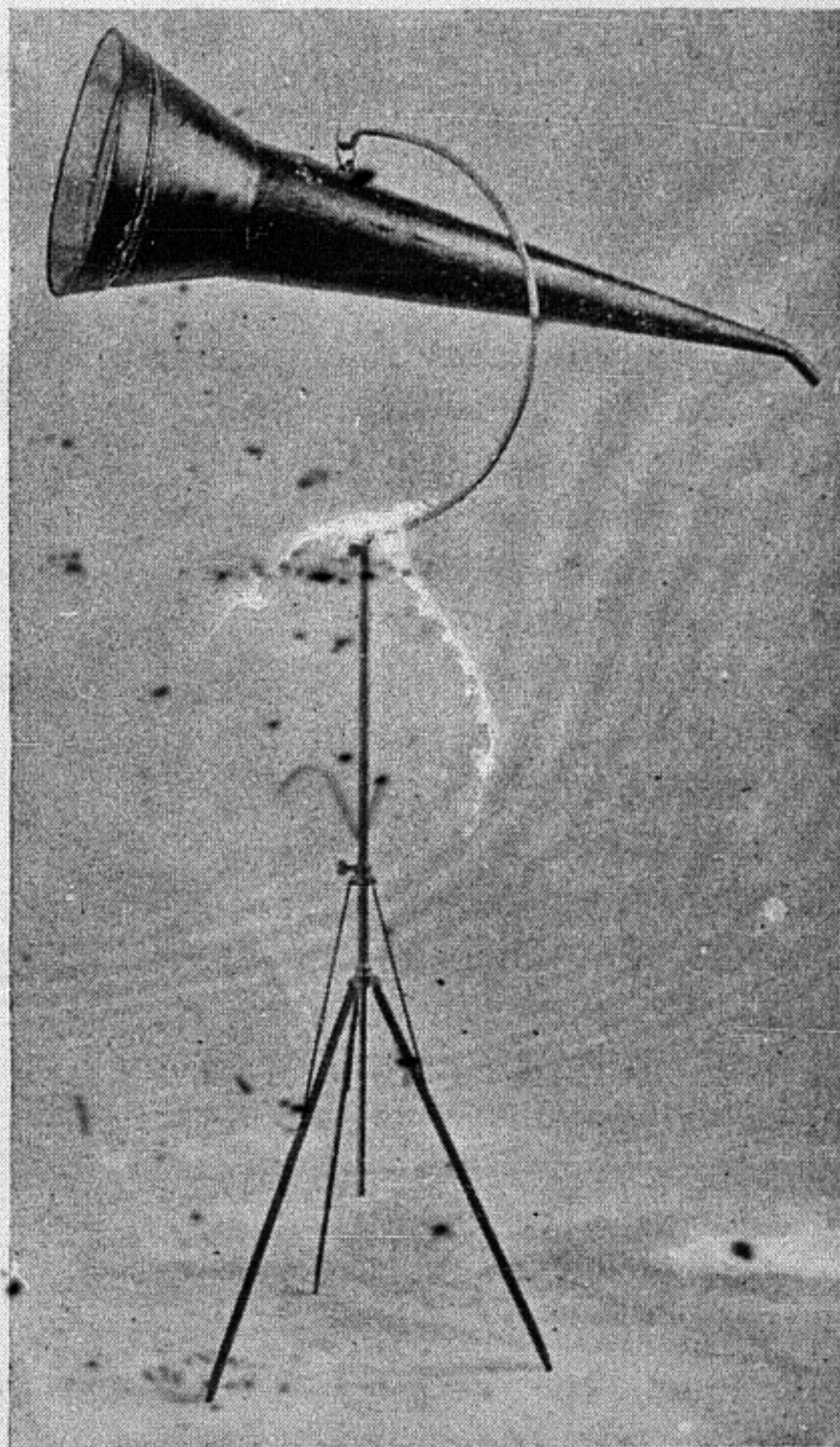
The Process of Making Musical Records.

It may be interesting to those who, by applying the end pieces of the flexible rubber tubes to their ears, hear the reproductions of stage songs as sung by gifted prima-donna, or the martial airs and thrilling music made by famous orchestras, to reflect that the little machine in the corner of the station waiting-room which produces these surprising results, is carefully looked after each day, and these little phonographic blanks which discourse such choice selections of music are manufactured with great pains and labor. The process of making these musical cylinders requires skill in every detail, said one of the record makers of the North American Phonograph Co. to a PHONOGRAM representative.

In the first place, the singers or instru-

ments are placed as closely to a series of large speaking horns as possible, in a room from which all other sound is carefully excluded. If there is more than one singer, they are grouped in a semi-circle. Four or five, and sometimes seven phonographs are also grouped in a semi-circle. Much depends on the qualities of tone possessed by the singers. Only an expert record maker can distinguish what voices or instruments to place in juxtaposition.

The sounds are recorded simultaneously, but not with equal perfection, on all the phonographs. Some of the cylinders are better than others. This process is repeated many times if a large number of cylinders are needed by the company. After testing the cylinders, the imperfect ones are rejected, and the perfect ones



A Horn for Making Records.

packed away carefully in cotton and oil silk for future use.

Improvements are often added that will give the most perfect results. Great improvements have been made at the Edison Laboratory for duplicating records. What is called a "Master Record" is now made, and by a process which is only known to Mr. Edison; from two to three hundred counterparts can be taken. Each is so perfect in its reproduction, that it is impossible to detect the duplicate from the original.

A severe test was made recently when a "master" and several duplicates were sent without any apparent difference on the exterior of the cylinder, but privately marked for the benefit of the makers, to one of the best expert record makers in the country, and he was asked to select the original. He immediately pronounced one of the duplicates "the master," much to the satisfaction of the Edison people.

The Phonograph Accurate.

As a test of the accuracy of the phonograph, long passages from a book or paper have been read backward on a phonograph, and these cylinders turned over to a typewriter, and invariably the reproduction is so perfect that the transcription is absolutely correct to the smallest detail.

"La Belle Siffleuse" Has Immortalized Herself in Wax.

Mrs. Shaw, the lady who is widely known as "La Belle Siffleuse," has whistled into a phonograph cylinder, and after the performance was over the instrument was made to reproduce her notes, which it did with astonishing accuracy, and presumably, in consequence of the more intense character of the vibrations, the reproduction came out much more loudly than those of

speech or song. It is the intention of Mrs. Shaw to practice into the phonograph and thus to preserve the permanent traces of effects which would otherwise be wasted. These will be preserved in "phonograph cabinets," and may be brought out and rendered audible at pleasure by every possessor of the instrument.

A Rapid Court Reporter.

An official reporter, writing to us, says:

"My principal experiments with the phonograph were made with a view to ascertaining whether the new machine could really do the work of a court stenographer. My method of procedure was simple and the results conclusive. I first showed my son—a lad of fourteen—how to put the cylinders in place. My wife is a clear, rapid and tireless reader, and the matter was a printed transcript of an electric light case, abounding in technical terms. As my wife read aloud I repeated her words into the machine in a low tone, with my mouth close to the recorder. We practiced regularly in this manner for hours at a time, and after three weeks of hard work, I found I could repeat everything she said, fast or slow, with absolute fidelity. Then I made a practical experiment. I secured three typewriters and three more phonographs, placed them with the typewriter operators in an adjoining room, and as fast as one cylinder had been filled with dictation I turned to another machine where the cylinder was ready in place, so that barely half a second was lost in changing from one machine to the other. The second machine had been thoroughly prepared for me by my son. Meanwhile, the first cylinder, which had been filled with dictation, was taken out to one of the expert typewriters, who at once began to transcribe. While I was receiving testimony on the second cylinder, the first machine was placed in order by my son. Our experiment lasted just an hour. Twelve minutes after my wife had finished reading, all of the matter—about 10,000 words—was written out on the typewriters

Bernhardt Talks Into the Phonograph.

The poet Burns says :

"O wad some power the giftie gie us
To see oursel'es as ithers see us."

Foreigners trying to speak English introduce into the lingo they utter sounds entirely extraneous, which make it almost unintelligible to one native-born. But they are not alone in this practice ; for all persons attempting to speak a tongue not their own, after childhood is passed, run into the same mistake. It is, nevertheless, amusing to hear travesties of others in this line, and therefore we give a verbatim report of what occurred in front of a phonograph not long since, the interlocutors being quite unconscious of the effect their words produced.

A former countryman was showing his phonograph to the French actress, Sara Bernhardt, while on a visit to New York.

He remarked to Bernhardt :

"Ze phonograph speaka all language equalla well, but se lova bess a ze English. Salla we speaka dat to her?"

"We willa speaka naturalla and zen se willa wepeata cet to us, so."

Mlle. Bernhardt agreed and soon the following conversation drifted through the halls of the building, from the phonograph.

"I haffa completa zees instrumenta. Do you not tinka zat eet is perfecta?"

"Oui, oui, oui. E'et is parfait. E'et is a plaisir to spik to eet. Such a charmant accent. I can deestinctly geet all zer syllable. Ees eet nota wonderfulla? Eet catcha zee word a perfecta. Oh, oh, oh, repeata."



Sara Bernhardt Speaking Into the Phonograph.

The Strangest Funeral Service Ever Heard.



sermon? The ceremony was held recently. Furthermore, the dead wife of the corpse sang hymns over the coffin.

The Rev. Thomas Allen Horne was a resident of Larchmont, N. Y., for a number of years, and spent his declining life in attending to a little farm. In Summer he watched with pleasure the yachts sailing and steaming about the Sound.

Eight months ago his wife, the partner of thirty-seven years of his life, was carried to the grave.

But to him she was still alive, and often at evening the sounds of her beautiful voice pealed forth, singing the hymn,

"We shall meet once more
On that beautiful shore."

Mr. Horne has been laid up for some time with rheumatism, and recently expired at the age of seventy-seven.

He had left explicit directions as to his burial, and when the day of the ceremony took place his dining-room and parlors were filled with mourners who had come to pay respect to his memory.

Shortly after the ceremony commenced, from an instrument on a near by table

was heard an angelic voice singing that beautiful hymn,

"A few more seasons come,
And we shall be with those we love,
In that land beyond the sun."

For some time a feeling of superstitious awe filled the apartment, as many distinctly recognized the voice of Mrs. Horne; but when they perceived that it came through a phonograph they grew more composed, though many wept as they recalled the owner of that sweet voice.

As soon as the hymn was over, a nephew of the deceased made some alterations in the machine and inserted a roll that contained the funeral sermon.

Seldom has a more impressive one been listened to.

The well-remembered voice told how, at the time that his audience would hear him, he would be in that land

"Where the wicked cease from troubling,
And the weary are at rest."

He went on to say that he would have passed the portals of ignorance and would have entered that existence where there would be no mystery.

It is usual at funerals to eulogize the dead, and the pastor who preaches the sermon seldom touches on the deceased man's faults, but faithfully carries out the old precept, "*De mortuis nil nisi bonum.*"

On this occasion the virtues of the dead man were left alone, and instead there was a long list of faults enumerated, for which the mourners were asked to pray for God's pardon. After a stop and another roll was inserted into the phonograph, the voice took up the address where it left off.

It enumerated the virtues of the deceased wife, and prayed God that the speaker might be considered worthy to become a member of that portion of God's kingdom where she might be enthroned.

At this point of the address the voice of the deceased had evidently broken

down, and from the instrument the terrible sound of a strong man weeping and unable to restrain himself broke out with realistic force and caused a shudder of horror among those who were present.

At the close of the address he called upon his hearers to join his wife and himself in the hymn,

"There is a better land."

The phonograph was then arranged on the table, and all at once the soprano of the wife and the baritone of the husband joined together in singing. Several of the audience tried to join in, but their voices were choked with emotion.

The interment took place at Woodlawn Cemetery, and after the coffin was lowered into the grave the impressive burial service of the Episcopal Church was said over it, still in the voice of the deceased. Then came the end, "God grant that in the sweet by and by we may all meet on that beautiful shore."

What is the Difference in the Sounds of Voices and of Musical Instruments by Which We Distinguish Them?

The whole principle of the phonograph as well as the telephone is that sounds of various kinds, both natural and artificial, will set a plate into characteristic vibration, and the sounds will be perfectly reproduced by causing the plate to vibrate again in the same way.

Passing over music and simple noises we take up the complex sounds which are articulate speech. The individual peculiarities and delicate expressions of the human voice have been looked upon as almost belonging to the soul, and as therefore incapable of reproduction. People are recognized by these slight but sure differences in quality, and we say, "there is no mistaking that voice." We pay the same tribute to the individuality of each musical instrument, being able to distin-

guish one from the other positively by the quality of the sounds only, after hearing precisely the same musical note struck upon each.

The difference in the sounds of musical instruments and different voices by which we distinguish them, consists in the simultaneous sounding of other notes which accompany faintly the note played upon the instrument not loud enough to be heard, but giving it richness and quality in precisely the same way that a chord makes a richer sound than a single tone.

These extra notes, or sympathetic vibrations, are too faint to be separately recognized, but they modify the original note, giving it a richness of tone, or as the French term it, "timbre," which differs in every instrument.

In talking, the sounds are nearly all made in one note, and articulation is simply the effect of rapid and decided variations in the quality or "timbre" of the note. These changes in the musical nature of the mouth are made by using the tongue, palate, lips, and teeth to vary its shape, and bring out the extra vibrations in the various proportions of different musical instruments from moment to moment. In other words, speech or articulation consists of one tone produced by the voice or vocal chords, and then modified by the various shapes which the mouth may assume.

Many persons do not realize that a conversation is carried on in one tone with variations in its quality only.

All sounds and tones of every possible kind, simple and compound, are carried to the ear by vibrations or waves of air. The phonograph records the sounds received, in such a form that the record may be used at any time to reproduce the sounds, the records being exact in every detail, so that the reproduced sound will be as perfect as the original. The enunciation of words and the rendering of

music by the phonograph are phenomenally natural.

One of the essential features of the phonograph is that there is nothing used in the instrument which has a characteristic sound of its own, like a trumpet or sounding box. Any addition of this kind would tend to add its own hollow sounds to the tones of the instrument.

Exceedingly interesting results may be arrived at by studying the tracings and undulations on a phonographic record; a complete analysis of sound will thus be furnished. Eventually we may be able to copy its curves in a larger size, like type, and use these for a stentorian talking machine.

Sounds Commingle, Yet Are Clear.

One of the strangest things about the phonograph is that many sounds may commingle, but it gives the combined result as the ear does ordinarily. The famous recorder, Russell Hunting, whose deep bass voice comes out so clearly in his popular records, "The Casey Series," has talked into a waxen cylinder upon which a band record had been placed, and the tones of the speaker as well as the notes of the music were each perfectly distinct, the latter coming out as a kind of refrain or accompaniment to the voice.

Photographing the Sound of Vowels.

Professor Herman has been using the phonograph to demonstrate his method of photographing the sound of vowels. His discourse took place recently at the International Congress of Physiology at Liege.

The vowels were called out before one of the Edison phonographs and were immediately reproduced very slowly and these vibrations recorded by a microphone. The latter was furnished with a mirror, which

reflected the light of an electric lamp upon a registering cylinder, covered with sensitized paper and protected by another cylinder with a small opening which gave passage to the rays of light from the reflector. By this means very distinct photographic traces were obtained, and the constancy was remarkable for the different letters.

The Phonograph a Photograph.

As a photograph preserves a man or woman of twenty years ago, and presents your picture for a given instant of your life-time, so the phonograph will treasure up your childish cries and you may hear them again when grown to manhood. The impassioned words of the orator may be taken down upon the scroll and be reproduced again for future generations.

The whisper of the lover, the talk of friends, the sermon of the preacher, the music of song, the purling of wayside brook, the roar of the ocean, all sounds that carry to the senses, so much comfort and entertainment may be stored away for future use in these waxen forms.

Cheap Power.

The Edison Lalande battery costs about two cents an hour to run a phonograph. It runs on not less than a three months' limit, and those most in use run for six months. The battery has no local action, therefore when it is idle it does not eat itself up.

The loss of local action in this battery is less than one-half of one per cent. Phonograph users who have been testing other batteries should try the Edison Lalande.

Can be Used Many Times.

A microphotograph of a wax cylinder shows spiral grooves cut in the wax, while the deep excavations of the sapphire point

under the powerful sound waves make parts of the cylinder look like a plowed field. When any record has ceased to be of value the same cylinder may be used over again by placing it on the revolving-shaft and by means of a little knife, set behind the carriage-bar, the old record may be shaved off and a fresh surface exposed.

"Being Dead, He Yet Speaketh."

The wonderful performances of the phonograph are a constant surprise even to persons so callous that no new discovery can arouse.

The reproduction of speech, with both word and tone—of song, with voice and expression—of instrumental music, with its variety of harmonies—surely all this seems uncanny to the listener. To-day some words of cheer are spoken and recorded on the phonograph. Ten years hence, when perchance the speaker is dead, that little cylinder with the impress of sound upon it will be brought forth, and those familiar with the departed one will hear again the words, uttered in the same tone. It will come as a voice from beyond the grave.

THE PHONOGRAM has long since recognized this fact, and has published articles upon the subject. We again repeat that the phonograph, as a preserver of voices of the dead, is invaluable to mankind, had it no other merit. THE PHONOGRAM goes a step further; it has suggested to the manufacturers that albums be constructed, varying in size to suit purchasers, so that they may hold two, four, six, eight or even a hundred cylinders, and that these be prepared artistically, to resemble, as much as possible, in form, a photograph album, yet possessing the conveniences for holding the wax phonograms and keeping them intact.

Families would thus be enabled to hear the voices of its members, and records

could be taken from time to time, just as photographs are now made from babyhood, boyhood, manhood and old age. These records could be carefully enclosed in their respective places in the album and thus be preserved for future use.

The day has now come when it is possible to purchase reproductions of the eloquence of our leading statesmen, and of the songs of our famous singers. At our suggestion, persons will soon be sent to foreign countries to collect the voices of all the living kings, queens, statesmen, composers, artists and novelists, and, if possible of the latter, extracts spoken from some of their great works, a space will be set apart in our own and in foreign national museums, for the "Phonograph Cabinet," and this rare and valuable collection of phonograms will be duplicated and preserved for future generations.

We have lost Tennyson, Longfellow, Whittier, Bryant and hundreds of other celebrities, now passed away, but Tennyson's prayer for "The touch of a vanished hand and the sound of a voice that is still," will be answered, for though the body may be returned to dust, the phonograph will have made and preserved an exact picture of the sounds it uttered while living.

Hints to Agents.

Reference was made in a previous issue of THE PHONOGRAM to methods which should be used to advertise the phonograph, making offices where the instrument is on exhibition, as attractive to the public as possible. Some of the phonograph companies have given this subject much attention. A centrally located office is only the first step toward success. The question of how to make the most of the location is equally as important as the location. We suggest that an arrangement somewhat after the following plan be

adopted by the companies so as to attract the thousands of passers-by.

The signs could be illuminated by using series of incandescent lamps, and temporary signs which are changed from time to time could be placed in the part of the windows which have no permanent signs. Fresh testimonials from prominent

The Phonograph in an Editor's Sanctum.

Dr. J. F. Cowan, editor of *The Morning Guide*, a Sunday-school paper, published at Pittsburgh, Pa., says: "Almost every week we have visitors who are readers of our Sunday-school papers or students of our quarterlies who have more or less curiosity to know about the work of the every-day people who are engaged in making them. It is perfectly right that persons should feel a curiosity about the work of others and seek for opportunities to compare their methods with those of workers in other fields. So the editor has decided to give a description of some of the labor-saving appliances now in vogue and the important role they play in expediting his work."

"Toot, toot, toot! sounds the shrill voice of a steam-whistle in the distance. It seems a long ways off at first; it steals into the early morning dreams and becomes a part of them until, growing louder and louder, and shriller and shriller, it gradually dispels the dreams, as the rising sun does the mists. And the drowsy sleeper turns uneasily upon his pillow, rubs his eyes, gives a yawn or two and is wide awake.

From the head-board of his bed hangs his vest, with the watch removed from the pocket and dangling at the end of the chain not far above his head. He stretches up to get a peep at its face. "Ah, me, it is six oclock!"

A few more turns and out of bed he bounces, but, perhaps, not before a little white form in a night-gown has come trotting down the stairs and rushed into the room, climbed upon the bed and snuggled down beside him with a request for "A story, please, papa."

Now for a good cold-water bath, with a vigorous rubbing immediately after it with towel and brush, to get every drop of blood

**Edison's
Phonograph**

is the **Modern
Stenographer**

**ECONOMICAL
CONVENIENT
TIRELESS**

**EVER READY
SWIFT AS SPEECH
CANNOT ERR**

Suggestion for Sign No. 1.

business men should be displayed to passers-by; dictating and transcribing should be done in plain sight of the street, and with electric lights conveniently placed and electric illumination would make an effective display by night as well as day.

into circulation, and every nerve and fiber of the body wide-awake, tingling with life.

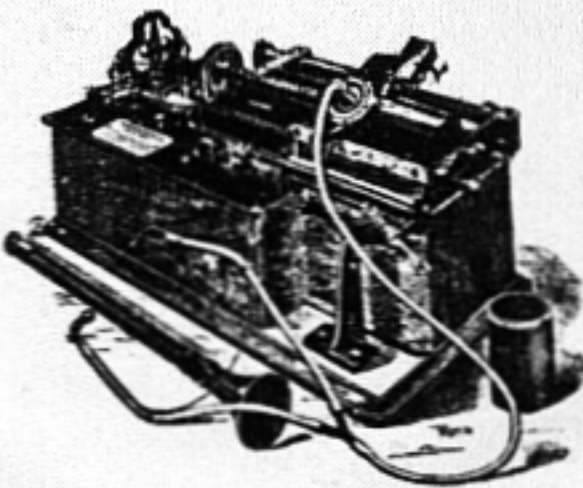
What a stupid, dull morning it was when the eyes first opened! What a glorious, bright, fresh, invigorating morning now!

The breakfast-bell has not rung yet, so there is a chance for some work before breakfast. Out in the other room, the editor's working-room, which opens into the sleeping-room by an arched doorway hung with portieres, stands a desk, a re-

through space, stitching and hemming and felling and overcasting and gathering and tucking; but a piece of machinery of much more unfamiliar construction. Spindles and wheels and a brown cylinder, three or four inches in length, with a rubber tube, the mouth-piece directed toward him.

He has thought it all out while he was making his toilet. The before-breakfast work is to be something for the *Teachers'*

Edison's Musical
Phonograph
for
Social Purposes



North American
Phonograph Co.

Edison Building
44 Broad Street
New York City

T. A. EDISON, President
A. O. TATE, Vice-President
T. R. LOMBARD, Gen'l Mgr.

Edison's
Commercial
Phonograph
The Ideal
Stenographer



Suggestion for Sign No. 2.

volving book case with a few reference volumes—the editor's library is in another room still—a dictionary holder, some filing cases and a piece of furniture which looks very much like a sewing-machine.

He sits down before this. What, not going to play seamstress? The top is thrown back, revealing not a graceful piece of machinery, with its needle-arm poised ready to fly swiftly up and down

Journal — "Illustrative Helps," or "Primary Hints," or both. Now watch him; with foot upon the treadle of the machine and lips to the mouth-piece, he begins talking just as if you were sitting by his side and he were talking into your ear. It is something about Ezra and the building of the second temple. It sounds a little like a sermon, something like a story, a good deal like teaching a Sunday-

school class. But why is he talking it off to that machine before writing it? Wants to cultivate his voice? Wait! Presently he stops when half way across the cylinder, touches the little lever and puts the tube to his ear instead of his mouth. Now, bend down closer. But what is that? A voice coming out of the tube? Yes. The tones are a little muffled in speaking, but, I declare, if it is not the voice of the editor himself, repeating back to himself the very words he spoke a moment ago.

You can begin to guess what the sewing machine is. It is the wonderful phonograph. Its marvelous diaphragm and needles, wrought out by the brain of the cunning magician, Edison, which record upon that cylinder of wax every word and syllable and inflection of the voice spoken into it, and reproduce them again to the ear of a listener.

Instead of writing out by the old, slow process of from twenty or thirty words a minute, the thoughts which he had to give others upon the lesson, with nervous fingers and aching back before the slow task is done, see him sitting in a cushioned chair, erect and easy, dictating in a rapid tone, at the rate of seventy to a hundred words a minute, thus accomplishing in an hour what, by the old process, would have taken half a day.

Wonderful labor-saving invention! Wonderful electrical age! It does not pay to work by the old method when one can do twice or three times as much by the help of modern appliances.

The first cylinder of six or eight hundred words, with cuttings of white wax the whole length showing where the needle had grooved it, is removed and is quickly deposited in a box prepared for transporting the cylinders, and a new one is put in its place, and that is almost completed when the breakfast-bell rings, and, lest he should lose the thread of his discourse, as preachers sometimes say, the workman

tries to complete it, at the risk of the steak getting cold and the good wife impatient.

After breakfast, a little physical exercise will be good to assist digestion. What is there to do? Why, you must know that the editor is sometimes called "Farmer John," and on his farm of nearly a half-acre, he has his garden to hoe, a lawn to clip, flowers to tend, trees to trim and cultivate, chickens to feed, and a cow to be milked and attended to. An hour or two of this brings another generous glow of the system like to that produced by the bath, then to the phonograph again. From his notes he dictates rapidly one, two, three, four, five, perhaps six cylinders in succession, without arising from the chair.

At last the box is full, twelve in all. Eleven o'clock, time for some other work; phonograph is closed and locked, and out comes a chapter of a story, or a short story, perhaps, in its first draft, for reading and revision before it is rewritten and made ready for the printer.

But, perhaps, you have noticed, on the other side of the room from the editor's desk, another of those sewing-machine cases, with no treadle, but two wires running from a square box upon the floor beneath it, furnishing the motive power from an electric battery. A lady sits at this, with a typewriter upon one end of the table, the beveled tips of the small rubber tube in her ears. We will call her Miss Typewriter.

From the cylinders of yesterday she has been listening and writing out with rapid touch, click, click, click, click, clickty, clickty, click, click, and upon the editor's desk lies page after page of the manuscript she has turned out, that must be examined next. Letters are read and signed, turned face down upon the desk for Miss Typewriter to fold and address and mail, after she has copied them in the letter-book by

the press, if they are the kind to need copying.

One day a gentleman, supposed to be a hundred miles away, came in just after a letter had been dictated to him, and had the pleasure of putting the tubes to his own ears and listening to a reply to his letter of a few days previous.

By the old method, of writing everything down with the pen, no man would be able to do half this; but by the help of the phonograph, the best of modern appliances, and a skilled typewriter, all of which pay more than they cost, he is able to do twice as much original work upon our own Sunday-school periodicals as he could do without these helps, and still turn out some work for other publications, and to do it all with less weariness, both to mind and body, than a third of it could be done with the old slow method.

Where the Phonograph Reigns Supreme.

In the heart of the city's commercial center, yet deep in the recesses of a large building, where the turmoil of traffic can scarcely penetrate, stands a little instrument claiming kindred with the cohorts of modern science. It is a tractable instrument with almost illimitable accomplishments and an endless record of possibilities.

Admission to the abode of its owner is not always to be had for the asking, save one is in his good graces, but when possessing the "open sesame" one can easily enter, and the strange things encountered within those portals might well seem as a vision of the Arabian Nights.

The guardian of this citadel and the custodian of the phonograph (for such is the instrument, we saw) is Dr. J. Mount Bleyer, who was born in Pilsen, Austria, on March 16, 1859. He came to this country

with his father in 1867, and entered at once into the public schools of New York. After going through the regular course and being forced by circumstances to assist in the support of the family, Dr. Bleyer obtained a position with Governor Tillotson and Richard E. Mount. The latter gentleman became very much interested in the young man, and it was through his aid that Dr. Bleyer was sent to Europe accompanied by a private tutor, and there completed his education. After returning to New York City, he entered Bellevue Hospital Medical College, graduating in 1883.

As a specialist of diseases of the nose and throat, Dr. Bleyer is well known in this city. He was connected with the Eastern Dispensary for five years, and also served as visiting physician to the Home of the Old and Infirm at Yonkers.

Dr. Bleyer suggested some years ago that the phonograph might with great advantage be employed to record the characteristic changes in voice-sound of a variety of diseases, such as whooping cough, forms of hysteria, and partial paralysis of the vocal chords. His success in this line of study has been very great, and he has made a collection of records embracing all stages of disease of the throat and lungs.

Notwithstanding the limited time at the doctor's disposal, he has made a vast collection of phonograph records, and his library of phonograms is perhaps the most extensive private collection extant. Dr. Bleyer has twelve hundred of these little waxen cylinders packed away in pasteboard boxes, where pegs are so arranged that each precious cylinder is kept intact, yet wholly apart from its neighbor. The most valuable ones are rolled in cotton and oil silk that no dampness can penetrate.

With his usual courtesy and with remarkable dexterity the doctor opened box after box of records and allowed us to listen

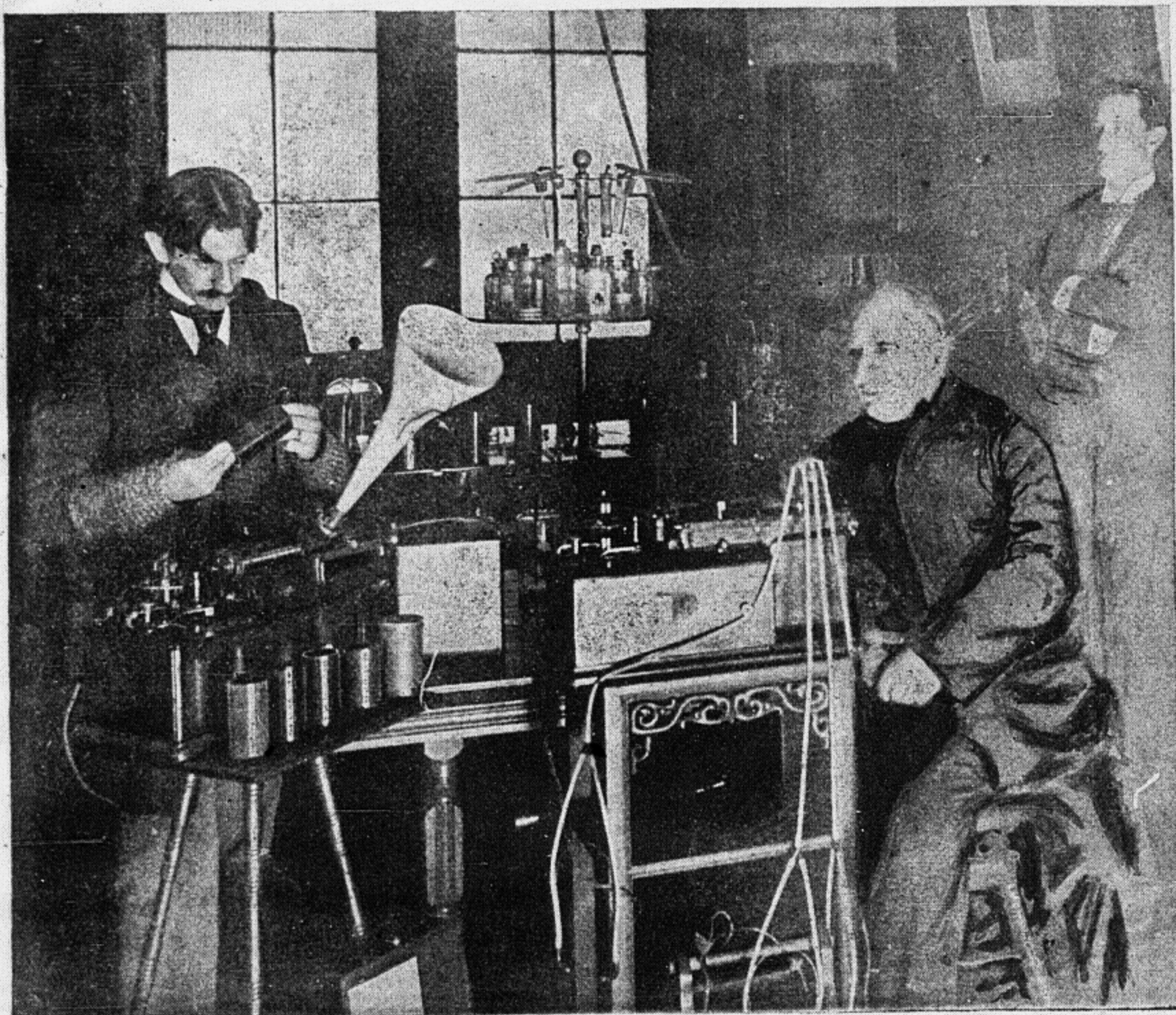
to the marvelous reproductions of famous people.

The pallid faces of Beethoven, Mozart and Mendelssohn seemed to look down approvingly from their niches in the ceiling.

We were first treated to an air from "The Mikado" by the Boston Cadet Band. The instruments blended with wonderful effect and came forth from the funnel as one great chord of melody. Next on the

announce, in its own inimitable way, "An Extract from 'The Quick and the Dead,' by Amelie Rives," and, immediately following this announcement, a spirited recitation by the noted author, also a song in negro dialect composed by her.

Space is too limited to describe in detail all the artistic voices we were favored with, suffice it to say there were Carl Streitman in Gounod's Spring Song, and



programme was the grand march from the opera of Faust, as rendered by the orchestra of the Metropolitan Opera House, and following this was a piccolo solo by a New York artist, which was the most exquisite specimen of instrumental vocalization we have ever heard.

Imagine our surprise after such delightful music, to hear a voice from the cylinder

Leopold Godovsky in a piano recital, again a recitation by Lawrence Barrett, some of Rudolph Aronson's melodies rendered by himself, then came in rapid succession, but with great clearness and individuality, songs and recitations by Nicolini, Nina Bertini, Helen Mora, Bertha Ricci, and, last and greatest, in those exquisite accents, which she alone possesses, some

characteristic sayings of the great French artiste, Bernhardt. It was, phonographically speaking, "a feast of music and a flow of soul."

Dr. Bleyer also exhibited a record of Monsignor Renier, Chamberlain to Pope Pius IX., which recites the sad story of Queen Carlotta as she related it to him just before her reason became dethroned.

The venerable prelate has just returned to Rome, having been on a short visit to this country, and THE PHONOGRAM was fortunate enough to secure his portrait as he sat talking into the phonograph, which we present elsewhere. Monsignor Renier is an admirer of Mr. Edison and enthusiastic over his marvelous invention.

Among others is a series of records comprising the voices of the medical staff who attended on the Emperor Frederick, of Germany, including the leader, Sir Morell Mackenzie. These excel in fluency of tone and correctness of pronunciation.

Altogether, our visit was a most enjoyable one, and demonstrates the possibilities that lie in the direction of gathering and preserving the voices of the famous people of the nineteenth century.

Tender Memories.

The absolute devotion of the President to his wife during the last months of her illness, as if all honors past and possible were valueless in comparison with the opportunities of her companionship while she lingered on earth, has touched the hearts of all true men and women.

We are not informed as to whether the voices of any of the President's family have been recorded by the phonograph, but we know that the photographic representation of several among them has conferred great pleasure on the people of this country. The lustre of Mrs. Harrison's character had extended over the whole world and commanded the respect of the Pope

and the greatest sovereigns, and it would seem to have demanded that the echo of her voice should reverberate through the ages till time shall be no more.

Headed Off.

"So you are in the electrical engineering line," said the traveler in the palace car to the chance fellow traveler with whom he was exchanging fragments of personal history. "There has always been a fascination for me in that field of research. By the way, don't you think——"

"Beg pardon," hastily interrupted the other, taking from his pocket and handing to him a well-worn card inscribed:

.....
No, the Science of Electrical Engineering
IS NOT
In Its Infancy!
.....

And the conversation gradually drifted to other subjects.—*Chicago Tribune.*

The Old Way and the New.

A few years ago, in inquiring for an amanuensis, the usual question was, "Do you know of a good stenographer with some knowledge of typewriting?" To-day the conditions are reversed, and the inquiry is always, "Do you know of a good typewritist with some knowledge of the phonograph?" The mere transcription from this machine at a speed of one hundred to one hundred and twenty-five words a minute requires no great amount of education. Many office boys can take dictation from the phonograph at this rate of speed very readily, and they can transcribe a letter in good shape on the typewriter. In many offices, good, fast typewriting is much more in demand than fast shorthand writing, for the reason that very few men can dictate original matter at a rapid rate of speed.

A Diploma and Medal Awarded to the Edison Manufacturing Co. from the Crystal Palace, London.

The accompanying illustrations are a facsimile of the diploma and silver medal which have been recently awarded the Edison Manufacturing Co., at the Crystal Palace, London, for the best primary battery.

This company had a full and attractive display of Lalande batteries, for telegraph and telephone work, physicians' use, operating incandescent lamps, phonographs, sewing machines, fan motors and all machinery needing small yet constant power.

The exhibit was under the charge of Mr.

electrodes. No expense has been spared to make these ornamental as well as efficient. The family Faradic battery was made to meet the demand for a first-class battery at a moderate price. These were similar in construction to the physicians' battery. There was a fine display of phonograph batteries, running the phonograph one hundred, two hundred and three hundred hours, with no recharging required and absolutely no care until run down. The sewing machine cells were found running with great constancy, while the Edison fan motor, with outfit consisting of four Edison Lalande cells, in lead-lined box, battery cords, and guards complete, brought much praise from the



Silver Medal Awarded Edison Mfg. Co., Crystal Palace, London.

James W. Gladstone, manager of the Edison Manufacturing Co., whose principal offices are at 110 East Twenty-third street, New York City.

The Edison-Lalande battery has been on the market about two years, and in its short existence has outrivaled all its competitors.

The types attracting general attention at the Crystal Palace Exhibition were the galvanic batteries for physicians' operating rooms. The outfit consisted of handsomely carved-oak roll top cabinets, in the lower part of which were two sliding lead-lined trays to hold the cells, connected with switchboard, on top of cabinet. The largest size held fifty cells. The cabinets were fitted with drawers for holding the

committee who made the award, for their continuous and powerful current.

The principal feature of the Edison-Lalande battery, in contrast to other primary batteries, is that the internal resistance is so small that all the energy of the battery is thrown out into the external circuit.

It has a remarkable constancy, and requires no attention until recharging. A noted physician in St. Louis says: "After six months' use, the superiority of the Edison battery over all others is its absolute reliability."

This battery has been the result of long experience and much study on the part of Edison, and he finally effected that combination of qualities which has given it the

title of "best," as evidenced by the award just received. We are happy to chronicle these facts, and suggest to those of our readers who are looking for good and cheap power, to give the Lalande a trial.

The company does a large trade, and with its vast facilities can do the work in a most satisfactory and complete manner.

An Unbiased Opinion.

The following spicy correspondence will be read with interest by our subscribers. The circumstances from which it arose were these. A commercial house in a large western city, rented a phonograph from a local company and began dictating their letters to it. Their transcriber (Mr. M.) was a stenographer, getting \$20 a week salary. From the very start he announced his determination to "beat" the machine and prevent its successful use by his employers. He resorted to the usual methods, and for a time was successful—the phonograph was tied up.

While the battle was waging between the employer and employe as to the use of

the machine, the employer being well pleased with the operation of it, and the stenographer determined in his opposition to it, a letter was received from a friendly correspondent, on the heading of which was printed the now familiar words "Dictated to and transcribed from the phonograph."

Here was a chance for the employer to obtain moral support and convince his stenographer of the correctness of his own opinion. So he wrote to his friend telling him of his attempted use of the phonograph and the difficulties he was meeting from the continued opposition of his stenographer, and begged that he would give him the result of his experience. The friend did so in these words:

"DEAR FRIEND:—Your valued favor of the 2d inst. duly received.

We note that you are progressive and slowly, but surely catching up with the times. We are glad to hear it. Shake.

Allow us to congratulate you.

So you have at last got a phonograph, have you? Well, we have had one for three years the 9th of July, and as regards our honest opinion of the same, we can



Diploma Awarded The Edison Mfg. Co., Crystal Palace, London.

consistently say that we could not well be without it.

We dictate our entire correspondence to the phonograph.

We have three of them in our office: one in the manager's room, one in Mr. P.'s room, and one that is used for transcribing the cylinders from both our Mr. P.'s and our manager's dictation. You ask us what advantages and disadvantages it has over a stenographer, and which we have found preferable for our work. Now, we will tell you honestly, that one of the principal advantages which we find is as follows:

We can take our morning's mail and dictate it to the phonograph in less than one-half the time that the very best A 1, first-class stenographer in the United States can take it down in.

There is no calling back and not understanding it, and cutting you off in a letter just when you have got to the most interesting point. You can just open up the lever and let your letter right into it and talk just as fast as you are a mind to, and it gets it right down correct.

Again, your stenographer can be transcribing your cylinders from the moment you get the first one ready, provided you have two machines, which is absolutely necessary, and inasmuch as they are inexpensive (ours costing but \$5 per month to a machine) it is of great benefit to have two.

Again, a stenographer can commence writing after you have got the first cylinder dictated, and when you are done with your work, within a very short time after you have completed your dictation, he has the mail ready for your signature, which is certainly a great advantage, as with the old style of dictating to a stenographer, you have to dictate to him and he has to sit there and take it. If you are delayed or interrupted, he is also delayed or interrupted and his time is a dead letter on your hands. Then he has consumed the same length of time in taking down your dictation that it would be necessary to transcribe it, if he were taking it from the phonograph, and when he gets to transcribing it from his shorthand notes, he has to keep continually looking on his notes, which detracts from his work; while with the phonograph, as we use it, he is not obliged to look at any-

thing but his key-board and keep right on pecking away at his letter; thus it is a big economy in time there also.

And again, if we should happen to run in from a trip and want to write a letter, we have not got to hunt around for a stenographer and pull him out of bed to come and take it down in short hand; just turn on the lever and let her go—put the letter in, I should say—into the phonograph.

Quite frequently we receive our afternoon mail too late to dictate it to a stenographer and get it out that night; so we come back after tea and sit down to the phonograph and dictate our evening's mail when everything is quiet, and get our letters in much better shape than when we are so frequently interrupted, and the only one's time that is lost is the one that is dictating the mail.

Now you ask us how many letters we have found it capable of turning out in a day. Of course we cannot answer that intelligently, as the length of our letters vary, but we will state the honest opinion of our old stenographer that we have had for the past four years and our stenographer that we have had for the past three or four months. Both claim that they can take their mail from the phonograph at least one-half faster than they can from shorthand notes; and again, that they can write the mail from the phonograph in about the same length of time that it would take them to take the shorthand dictation.

They also state that where we get along with one stenographer to take dictated mail (who does our writing on the typewriter) that it would take two to do the same work, if we depended on dictating our mail shorthand.

We have two competent stenographers; they are competent to do the work of any stenographer, but they prefer the phonograph instead of taking the notes down in shorthand. We only use the stenographic work in the dictation of orders, where we wish to make an explanation. We would not think of dispensing with the use of the phonograph, as we consider it a great saving of time, both to us in dictating our mail, and to our typewriter in transcribing the same.

We give you the above as the result of our experience from an unbiased standpoint.

We have two stenographers, and if we could get along with them more advantageously than we could with the phonograph we would not pay \$15 per month for three phonographs in our office for ornaments, you can just bank on that.

If the above is of any benefit to you, you are welcome to it, as it is our honest decision after a practical use of three years of the phonograph.

With best wishes, we are as ever,

Your friends,

P. ——— & Co."

This response was certainly very encouraging. But instead of replying himself, the employer turned the letter over to his stenographer, whom he was trying to "convince," and told him to answer the strong points made by his correspondent, *if he could*. The stenographer, nothing daunted, "sailed in" and replied to the letter as best he could, evoking the following communication, with which the correspondence terminated:

October 13, 1892.

"DEAR FRIEND:—Your favor of the 10th inst., duly received. Replying, would state that our letter to you was merely in reply to your inquiry as to how we liked the phonograph.

We gave you a resumé of our experience with the phonograph, and expressed our satisfaction with the use of the same.

We did not do so in the light of advising you what you should do, or anything of the kind, but merely replied in a courteous manner to your inquiry.

It makes no difference to us whether you write your letters by dictation to the phonograph, to a stenographer, or write them in long hand.

As regards Mr. M——'s communication, he certainly exhibits considerable ability as a letter writer, and we congratulate you upon having as good a man as this in your employ.

As regards his views of the phonograph, it is very much the same as the majority of stenographers, as they all "kick" on the use of the phonograph for fear that its use will permit of using a cheaper man for the transcribing of letters, and thereby curtail their salary, and eventually obviate the necessity of shorthand reporting.

The phonograph, as stated to you in our previous communication, is a success with us; it may not be with you until you

have used it for some little time. With us the longer we use it the better we like it.

It cannot be expected that the phonograph is going to meet with the approval of everyone that tries it, for there was never yet a thing invented that was universally adopted. You know that there are some people that won't ride on the electric cars because they are accustomed to always riding after an ox-team—safer you know, unless the ox gets scared and then——

Well, of course, those people won't use either a phonograph or a telephone; they could not be expected to; and we don't know that it makes any difference to us whether they do or not.

We shall certainly not advise them to, as we think it is best to let everyone run their own business as in their judgment seems most prudent.

Respectfully yours,

P—— & Co.

No answer required. J. L. A."

Personal.

Mr. George H. Dunham, a graduate of the Edison Laboratory, who has served as "expert" with some of the prominent local phonograph companies, is now permanently employed by the Ohio Phonograph Co., at Cincinnati, taking musical and talking records—especially the "Pat Brady's."

* * *

Mr. H. Lee Sellers, the president of the Louisiana Phonograph Co., visited New York on his wedding tour. Mr. Sellers paid his respects to the office of THE PHONOGRAM. What, with good business prospects at home and the acquisition of a charming companion to smooth life's thorny path, Mr. Sellers is indeed to be congratulated.

AUTHORS AND PUBLISHERS.

We are glad to be able to announce that the sale of the work by Mr James L. Andem, of the Ohio Phonograph Co., called "A Practical Guide to the Use of the Edison Phonograph," continues to be large, and several of the local companies are buying them in quantities and distributing them to their customers as the quickest way of popularizing the use of the phonograph. We believe it would be good business policy for all of the local companies to follow the lead of some of the com-

panies who are obtaining these books and distributing them among their customers, thus saving themselves the annoyance of receiving letters asking for information as to little matters connected with the working of the machine, which could easily be understood by anyone who has read this book. We regard this publication as one of the greatest possible aids to a general introduction of the phonograph, commercially and otherwise.

* * *

While Mr. Howells will not, during 1893, confine his literary work to any single periodical, it may be authoritatively announced that he has entered into a contract with *The Ladies' Home Journal*, whereby his most important work will, for some time to come, first see print in the pages of that magazine. His new novel, "The Coast of Bohemia," begins in the Christmas issue of the *Journal*, and immediately upon its close Mr. Howells will begin in the magazine a series of editorial autobiographical papers, in which he will trace the influences which led him to a literary life, his course of reading and his favorite authors and books.

* * *

The *Cosmopolitan* embraces, as usual, a striking array of topics in its latest issue. Its contributors play like skilled harpists on all the chords of humanity.

Phono Chat.

Many improvements were noticed this year in the huge building used for the exhibition of the Massachusetts Mechanics' Association.

New electrical devices were seen, and the hall was lit up by six hundred incandescent lights and twenty-two arc lights. The main hall was finely decorated. The phonograph exhibit was particularly attractive, some very choice selections of music being on hand and the ever popular "Casey Series" rendering much amusement to the crowd that thronged this exhibit.

The Chicago Central Phonograph Co. intend placing three hundred phonographs at the World's Fair.

The North American Phonograph Co. will have the exclusive privilege of exhibiting the Kinetograph at the Columbian Exposition in Chicago. Three hundred of these wonderful machines, constructed somewhat on the plan of the nickel-in-the-slot phonograph, will be seen for the first time.

We desire so say to many inquirers, that the

Phonographic Album is in process of construction, and we expect to give cuts and a full description of it in the next issue. We had hoped to have the cuts in time for the November issue but have been unavoidably delayed.

The musical records, which are now put on the market (through their agents), by the North American Phonograph Co. cannot be excelled for excellence of tone, clearness in execution and loudness of reproduction. The duplicates are made from "masters" and these are absolutely without flaw.

A new feature, and one most desirable, is printing the labels and pasting these carefully at one end of the wax cylinder. This is done entirely by machinery. After the slips are printed, they are placed on a block just the size of the cylinder and then cut to fit the groove. So nicely are these adjusted they appear as if enameled. The convenience of this method is, there is no danger of mixing up records.

Mr. Russell Hunting is delighting the audiences at the Black Crook Co., by his demonical antics during the evenings, and giving as much pleasure in the mornings to the New Jersey Phonograph Co., Newark, N. J., by his magnificent records on the phonograph. He is under contract to make a large number of "Casey Series" for this company.

Reading Notices.

Mr. V. M. Emmerson, of the New Jersey Phonograph Co., sends us some beautiful musical records which we have listened to with much pleasure, and the judgment passed by others is "the best we have yet heard." Among those most popular and giving the clearest tones are a song by Spencer entitled "Near It," "Poor Jonathan's Waltz," by Issler's popular orchestra, and one of Gilmore's celebrated marches entitled the "Gladiator."

* * *

One can readily judge of a person's taste by his pictures and his intelligence by his books, so if you step into a man's office and see a Barlock typewriter and an Edison phonograph you know that he is equipped with the most modern appliances to dispatch business, and this will at once enlist confidence that your business will be attended to in like manner.

* * *

You might save a good many dollars if you wanted to buy or trade a typewriter, by dropping

a postal card to Geo. H. Hill, at the typewriter's headquarters, No. 10 Barclay street, although if you have time, a personal visit to Mr. Hill will be both pleasant and profitable to you.

* * *

"Good wine needs no bush," and persons that have used Jno. Underwood & Co.'s (at 30 Vesey street) typewriter ribbons, carbons, etc., are satisfied they are the best and cheapest; to those that haven't used them, give them a trial and you will fall in line with the rest of their successful patrons.

* * *

"The Boston Cadet Band records, sold by the New England Phonograph Co., Boston, take the lead in band music," says a veteran phonograph exhibitor. THE PHONOGRAM endorses the sentiment.

* * *

We commend to our readers the laughable negro melodies, which are characteristic delineations of the colored preacher, as made by the Louisiana Phonograph Co. in their amusing series of "Vasnier Records." They will drive away the blues.

Washington Notes.

LAW OFFICES OF F. C. SOMES, PATENTS AND
PATENT CAUSES, WASHINGTON, D. C.,
514 F STREET, N. W.

October 6, 1892.

MR. R. F. CROMELIN, Secretary Columbia
Phonograph Co., Washington, D. C.

DEAR SIR:—After a four months' trial of the phonograph, I found it so useful that I would not be without it, and purchased an outfit of two machines for my office. Some of my friends said, "It is very good for dictating letters, but will not answer for legal or technical work." I have found it quite as useful for one kind of work as for the other. I have used it in dictating specifications of complex electrical cases and of such complicated mechanisms as cash registers and knitting machines; also in drafting contracts, briefs, arguments and other legal papers. Having employed stenographers for the past ten years, and being accustomed to the dictation of all my office work, I found no difficulty in using the phonograph therefor. To the experienced dictator, fewer revisions are required than in ordinary shorthand transcriptions.

The phonograph has its advantages over the stenographer in diverse directions. At points of great speed in dictation, it is equal to the most rapid articulation of which the human voice is capable, and, on the other hand, it can be

switched on or off at will and does not get "nervous" at the delays in dictation incident to study, reflection and consultation of authorities.

Yours truly,

F. C. SOMES.

WILLIAM G. HENDERSON, Counselor-at-Law
and Solicitor of Patents, Washington, D.C.,
501 F street, near U.S. Patent Office.

WASHINGTON, D.C., October 25, 1892.

E. D. EASTON, Esq., President Columbia Phonograph Co., Washington, D.C.

DEAR SIR:—I have used the phonograph two years, and the more I use it the less I am inclined to dispense with it. In its use I can dispatch the same amount of business in one-third of the time required under other methods of dictation, and always find it ready to respond to my call, day or night, with unerring accuracy. If I find that my engagements are likely to keep me from my office most of the day, I can, before leaving, dictate a heavy correspondence more rapidly than to a stenographer, and leave my office with the assurance that when I return, although it may be late in the day, and I fatigued from my day's labor, I will find all my letters transcribed and ready for signature without being detained until night in getting off my mail.

It is a busy man's invaluable assistant, and a greater dispatcher of business than a stenographer.

Yours very truly,

W. G. HENDERSON.

(Phonographic dictation.)

A. A. THOMAS, Attorney-at-Law, Atlantic Building, Washington, D. C.

WASHINGTON, D. C., Novem 22, 1892.

E. D. EASTON, Esq., President Columbia Phonograph Co.

DEAR SIR:—For several months I have had in use two phonographs, which I employ especially for dictating my correspondence. I find them a most satisfactory, because a most accurate substitute for the stenographer, whose work has generally to be repeated several times. The phonograph, with its unfailing faculty of retaining a dictation indefinitely, and with absolute accuracy, enables me to address my correspondents in my own language, a merit which, had it no other, is worthy of all commendation. Of course, my opinion of the phonograph, as a time and money saver, may be indicated by the foregoing enumeration of its advantages over all other modern appliances for rapid and accurate dictation.

Very truly yours,

A. A. THOMAS.

(Dictated to and transcribed from the phonograph.)

The North American Phonograph Co.,

OWNERS OF THE PATENTS OF THOMAS A. EDISON,

— FOR —

Recording, Perpetuating and Reproducing Articulate Speech and other Sounds.

Principal Offices: 44 BROAD STREET, NEW YORK.

LIST OF AGENTS

(Each exclusive for the Territory named).

NAME.	ADDRESS.	TERRITORY.
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Colorado and Utah " "	Denver, Col.,	Colorado.
Chicago Cen'l " "	Chicago, Ill.,	Cook County, Illinois.
Eastern Penn'a " "	Philadelphia, Penn.,	Eastern part of State of Pennsylvania.
Florida " "	Jacksonville, Fla.,	Florida.
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George W. Grant,	246 5th St., L'sville, Ky.	Tennessee.
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Iowa Phonograph Co.,	Sioux City, Iowa,	Iowa.
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Kentucky " "	Louisville, Ky.	Kentucky.
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Michigan " "	Detroit, Mich.,	Michigan.
Missouri " "	St. Louis, Mo.,	Missouri, Arkansas and Indian Territory.
Minnesota " "	Minneapolis, Minn.,	Minnesota.
Montana " "	Helena, Mont.,	Montana.
New England " "	Boston, Mass.,	New England States.
New York " "	New York, N. Y.,	New York State.
Nebraska " "	Omaha, Neb.,	Eastern part of State of Nebraska.
New Jersey " "	Newark, N. J.,	New Jersey.
Ohio " "	Cincinnati, Ohio,	Ohio.
Old Dominion " "	Roanoke, Va.,	Virginia, North and South Carolina.
Pacific " "	San Francisco, Cal.,	Arizona, California and Nevada.
Spokane " "	Spokane Falls, Wash.,	{ Oregon, East 44° long.; Washington, 44° long., and Idaho.
South Dakota " "	Sioux Falls, So. Dak.,	South Dakota.
State Phono. Co., of Illinois,	Chicago, Ill.,	State of Illinois, exclusive of Cook County.
Texas Phonograph Co.,	Galveston, Texas,	Texas.
West Penn. " "	Pittsburgh, Penn.,	West. part of State of Pa. and West Virginia.
Wisconsin " "	Milwaukee, Wis.,	Wisconsin.
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